COACH MART

The weekly for the coach industry

Issue 667 £1 November 28th, 1991

Coach travel still on the up says DTp report

Operators call for star rating now

Carlton P.S.V.

IMMEDIATE DELIVERY — NEW NEOPLANS

Skyliner, Mercedes V Twin Turbo, 77 recliners, toilet, full spec

Transliner, Mercedes V8 engine, 48/49 recliners, toilet, full spec, choice of two.

NEOPLAN

We have for sale a selection of USED SKYLINER DOUBLE DECKERS (built to last with many miles still in them!)

ENGINES:	Mercedes/Gardner
GEARBOXES:	Manual or Automatic
SEATS:	69-77 recliners and WC etc
YEARS:	from 1982 to 1988
PRICES:	from £35,000

Details of these vehicles are continually updated, as they are exchanged, MoT'd and/or refurbished.

Send for our latest list – or come and inspect at your leisure.

AEC

1977 Plaxton Express, 53 seater, semi-auto gearbox, Bristol Dome, white/black exterior, autumn tint moquette. Stock No. 0006.

VOLVO

1983 B10M Jonckh SOLD nks machine, MoT 29.11.91. Stock No.

1983 Volvo B10M 12 metre, 57 seater, Duple Laser, PA/radio/cassette, 6 speed ZF manual gearbox, MoT 15.07.92. Stock No. 1074.

1980 B58 Air/Leaf Dominant, 12 metre, 53 seats, 48 recliners, 5 fixed, automat g/b, power door, tinted windows, curtains, side lockers, new MoT. Stock No. 0012.

1973 B58 Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, side lockers. Stock No. 1047.

BEDFORD

1975 YRQ Plaxton, 45 seats, power door, side lockers, private plates, Stock No. 1062.

LEYLAND

1982 Duple Dominant, 51 reclining seats, 6 spd gearbox, side lockers, MoT 21.01.92. Stock No. 9033.

1980 Leopard Plaxton Supreme, 11 metre, 53 (remoquetted) seats, X'Press doors, 6 speed ZF gearbox, side lockers, MoT Oct '92. Stock No. 9009.

SCANIA

1986 K112 Plaxton 3500, 55 reclining seats, demountable toilet, double glazed, retarder, curtains, radio/PA/cassette, MoT 01.03.92. Stock Number 1063.

CUMMINS

1985 Duple 425 (Cummins), 6 speed automatic g/box. 54 recliners, curtains, radio/PA, toilet, drinks machine, TV monitors, continental door, courier seat.

SETRA

1987 S215 HR (Rational) Mercedes, V8 engine, 6 speed ZF gearbox, Voith retarder, 47 recliners, toilet, drinks, fridge, TV, Webasto, curtains, MoT 9.6.92. Stock No. 1072.

CARLTON PSV SALES, SANDBECK WAY, EUROWAY ESTATE, HELLABY, ROTHERHAM, SOUTH YORKS S66 8HR

0709 700600

Emergency parts and service paging system evenings and weekends. Dial 0345 333111 to obtain paging bureau then quote: 0525547 for service or 0502448 for parts and leave your name and number. Fax 0709 700007. After hours Bill Povey home 0509 262220; car 0860 811083.

DAF 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, brown moquette, rear floor mounted toilet, continental entrance door, Webasto heating, driver's berth, power operated entrance door, courier seat, curtains, wiring for T.V./video, white/grey/red.
M.O.T. FEBRUARY 1992

LEYLAND 1985 TIGER 245 JONCKHEERE JUBILEE P50 12M, 48 recliners, brown/orange moquette, rear sunken toilet, continental entrance/exit door, courier seat, tinted side windows with roller blinds, drinks machine, TELMA retarder, power entrance door, wired for T.V./video, white.
M.O.T. EXPIRED

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49/53 recliners, duo red moquette, centre sunken demountable toilet, continental entrance/exit door, courier seat, double glazed side windows, power entrance door, drinks machine, duo brown/orange.
M.O.T. MARCH 1992

BOVA 1987 FUTURA FHD 12.280 INTEGRAL 12M, 49/53 recliners, red moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, courier seat, driver's berth, water boiler, fridge, power entrance door, wiring for T.V./video, white/blue/red.
M.O.T. MAY 1992

QUALITY·VALUE·QUALITY·
UE·QUALITY·VALUE·
VALUE·QUALITY·
LITY·VALUE·
UALITY·
LUE·

TRADE DESCRIPTIONS ACT; In detailing these used saloon coaches we have quoted the year of registration and not necessarily the model or year of manufacture.

VALUE ADDED TAX; Prices quoted are exclusive of V.A.T. and are subject to the normal standard rate.

EXPOSED, THE SECRETS OF MOSELEYS ACHIEVEMENTS

BOVA 1988 FUTURA FHD 12.290 INTEGRAL 12M, 49/53 str (44/48 recliners + 5 rear fixed), duo red moquette, centre sunken demountable toilet + continental entrance/exit door, driver's berth, courier seat, double glazed tinted side windows with curtains, power entrance door, white/beige/rose pink.
M.O.T. MARCH 1992

VOLVO 1988 B10M GL VAN HOOL ALIZEE-H 12M, 49 recliners, centre sunken fixed toilet + continental entrance/exit door, double glazed tinted side windows + curtains, Webasto pre-heater, water boiler, fridge, wired for T.V./video, 3 saloon tables supplied loose, power entrance door, courier seat, white/green.
M.O.T. MARCH 1992

VOLVO 1984 (AUG) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet/continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired and boxed for T.V./video, silver/blue.
M.O.T. JULY 1992

DAF 1987 DKVL PLAXTON PARAMOUNT 3500 12M, 51 recliners, red/grey moquette, rear sunken toilet, continental entrance/exit door, tinted side windows, curtains, courier seat, drinks machine, power entrance door, wired for T.V./video, TELMA retarder, ABS anti-lock braking, cream/duo blue.
M.O.T. APRIL 1992

BOVA 1985 FUTURA FHD 12.280 INTEGRAL 12M, 49 str., red moquette (44 recliners + 5 rear fixed) centre sunken toilet, continental door, driver's berth, drinks machine, fridge, Webasto, power entrance door, double glazing, courier seat, curtains, wired for T.V./video, twin fuel tanks, white/red.
M.O.T. JULY 1992

VOLVO 1986 (AUG) B10MT (TANDEM) VAN HOOL ALIZEE-SH 12M, 49 recliners, grey/red moquette, rear toilet, driver's berth, courier seat, curtains, fridge, drinks machine, wired for T.V./video, all white.
M.O.T. APRIL 1992

MOSELEY

MOSELEY (PCV) LTD

ASKERN ROAD, CARCROFT
DONCASTER DN6 8DE
Tel: (0302) 330600 Fax: (0302) 330606

Associated Companies:

MOSELEY DISTRIBUTORS LTD.,
Blair Road, COATBRIDGE,
Lanarks ML5 9XX
Tel: Sales (0236) 22445
Service (0236) 40559
Telefax: (0236) 22708

MOSELEY IN THE SOUTH LTD.,
Cornishway Industrial Estate,
Wellington Road,
TAUNTON, Somerset TA1 5NA
Tel: (0823) 283594

CONTENTS

COACH MART
Issue 667 £1 November 28, 1991

5 News: Capitol Coaches buys Hills of Tredegar - page 5; Irish star system comes in next year - page 6 - as UK operators call for their own star rating - page 7; **COVER** DTp survey reveals rise in coach travel, but fall in investment - page 9; Ivy Coaches of Huddersfield goes into receivership - page 10.

Sacked Ribble driver to get £8,240 compensation

- see page 25

12 Product News: Automotive specialist, ZF, announces vehicle improvements; there's a revolutionary vehicle jack; and Perkins' power leads the way.

16 Computers: Rod Davey investigates ways coach operators can improve their office administration.

20 Computer News: Cleveland Transit says its computer system helped expansion: there's a new range of hand-held computers from British company, Datacap; and news of a support package deal.

21 Letters: Coach Tourism Council chairman, Gerry Topiol, explains the organisation's aims and objectives; Marksman's comments about windscreens spark a response; and former Plaxton chairman, David Matthews', efforts on behalf of the industry are praised.

24 On Target: Marksman salutes the skills of the late Judge Hampden Inskip; and speaks out against profit-related pay schemes.

25 Licensing & Legal: Ribble is told to pay driver compensation; operator blames sons for problems; Aantelope Travel has licence revoked; tribunal throws out redundancy claim against J McNair & Son.

29 Coach Tours & Excursions: Fylde Blue Buses and coach driver, Brian Sellars, pick up a tourism awards; there's the second part of our feature on Germany with details of the attractions of Regensburg and Konigswinter; a *Coachmart* offer to get a free coach video; plus a look at European traffic troublespots in Roadwatch.

Right: Enjoy the sights of Germany

- see page 33

COMMENT

THE need for the coach industry to have its own star classification system has never been greater.

As Britain drifts closer to the European mainland, inevitably it begins to share business opportunities with its neighbours - many of whom have long ago established a differential of quality between one coach and the next.

For the Germans, it's more a question of which coach provides better-than-excellent service, in a market which is nowhere near as price-governed as ours. Coach is not a dirty word in the German language, and many upmarket groups prefer to use coaching to take their worries away.

In Belgium, the IRU's star rating system - far from creating a new working environment - actually levels the pitch. Every operator is ostensibly selling a guarantee of quality, for his school buses through to his super-execs. And most importantly, the public knows what it is buying.

France, Italy and at least 17 other countries are now moving rapidly towards the IRU system of star rating. Many will enjoy the guiding hand of legislation to speed the system into use and ensure its integrity. Britain desperately needs something similar. Top-quality coaches are being undersold by converted buses, and the entire image of coach operation is being tainted by it. Just as coach tourists will come back again and again for the right package, they will turn away and never return to buy from the industry which gave them a poor deal.

The BCC's anxiety that the IRU star rating be adopted is understandable. After all, the coach industry does not want to be in the same mess as the hotel industry, where several standards are applied, from AA stars to ETB crowns, and a number of others besides. This merely creates more confusion. For all that, the BCC must impress upon this Government the urgency of this situation, especially since the BCC is denied access to the Patents Office. At the very least, the BCC has a right to know when the decision will be taken.

Above all, the infrastructure of the system should be set up NOW, assuming that the thumbs up will be given. If this does not happen, British coach operators will face still more delays, and their trading position will be weakened against competing EC nations.

LOOK AT THESE FEATURES

TOURING SPEC

- 12 metre high floor body
- 53 reclining seats + courier
- Full length continental door
- Blaupunkt radio and stereo equipment
- Tinted windows
- Full draw curtains
- Carpet to centre gangway
- Luxurious full soft interior trim
- Power door with toll window
- 10.5 cu m Luggage Capacity

CAETANO + JAVELIN = RELIABLITY · QUALITY · VALUE FOR MONEY

Salvador Caetano

Mill Lane, Heather, Leicestershire LE6 1QE
Telephone: (0530) 63333. Fax (0530) 63379

SALE OF REPOSSESSED VEHICLES

ATTRACTIVE PRICES FOR NO PART EXCHANGE DEALS

1989 (G) LAG PANORAMIC, 49 seats, full specification inc add fuel tanks and alarm, excellent condition with new MoT.
1989 (G) LAG PANORAMIC, 49 seats, full specification.
1983 DAF SB2300 DHS PLAXTON PARAMOUNT 3500, 53 seater, double glazed, cont door.
1983 DAF SB2300 DHS BERKHOF ESPRITE, 57 seater.
1983 DAF SB2300 DHS BERKHOF ESPRITE, 51 seater, toilet.
1983 VAN HOOL ALIZEE T813, 10m, 40 seater, toilet, video, new engine recently fitted.
1983 VAN HOOL ASTROMEGA, 72 seater.
1984 VOLVO B10M CAETANO, 49 seater, toilet.

All the above are sold on behalf of finance companies and are offered on a sold as seen basis.

For further information or to view please contact
John Dover at Van Hool (UK) Ltd on
0933 440221 or 0836 280951

■TAKEOVER

Capitol Coaches steps in for Hills

SURPRISE buyer of financially troubled Hills of Tredegar is Capitol Coaches, of Cwmbran, Gwent.

Capitol fought off other big-name bidders to gain control of the slimmed-down business, founded by Harry Hill and built on the 'black gold' of Rhondda mining contracts.

It is taking over the Hills depot, Park View garage in Tredegar, and will continue to serve the majority of Hills' existing contracts with 15 coaches. Eighteen of the existing workforce will be retained.

Hills went into receivership in late September and Robert Ellis of Touche Ross was appointed joint administrative receiver.

Capitol Coaches: fought off big-name bidders.

The company blamed a fall in coach travel and seasonal demand. Five coaches were sold and a further 17 were returned on lease.

Restructuring brought 37 redundancies - 20 of these because summer tourist contracts with the London-based Globus Gateway company finished at the end of October.

Joint administrative receiver, Robert Ellis of Touche Ross, said: 'We are pleased to be able to sell the business as a going concern. Hills found themselves in considerable financial difficulty and before any buyer would take on the business, the company had to be restructured. This meant making redundancies which is always regrettable, but the sale keeps the core business in place and saves 18 jobs.'

Commenting on the deal, Jeff Cleverly, managing director of Capitol's parent, J D Cleverly, said: 'I am very optimistic about the future for Hills.

'We will continue to run the majority of Hills existing contracts and the deal extends our presence as one of the top coach operators in South Wales.'

■LICENSING

Highland is banned

HIGHLAND Omnibus, the Clansman group's former Scottish Bus Group company, is banned from registering new local services for three months.

The withdrawal of town services in Inverness by Highland, 10 days after 50 of its 67 Inverness drivers defected to Stagecoach subsidiary, Inverness Traction, has resulted in Scottish traffic commissioner, Keith Waterworth, taking action. But he decided not to order it to repay over £100,000 worth of fuel duty rebate.

■BUYOUT

National Welsh buyout team's fund-raising results are due soon

THE RESULTS of fund-raising for an employee buyout of National Welsh will be known by December 9, says the man heading the buyout team.

Norman Watson, of TUC-sponsored Wales Co-operative Centre, said employees had been issued a paper asking for a £750 contribution to the plan and hoped for 80 percent of the 820 workers to contribute.

The remaining capital will be raised from loans.

'As far as I'm aware, our bid will be the only one being considered by the board if it goes through,' WCC chief executive, Mr Watson, said.

To be successful, the buyout team, which includes legal advisor Malcolm Lynch of Leeds and KPMG Peat Marwick, will have to raise £0.5 million from the workforce.

The completed bid will see the worker co-operative owning 100 percent of the National Welsh equity.

● The company's debt to Lloyds Bank is reputed to be £3.5 million and its vehicles now carry plates that say they are the property of the bank.

■TRAFFIC CONGESTION

New bridge eases congestion

TRAFFIC tailbacks at the Dartford Tunnel may have improved, but the notorious M25 still has Britain's worst traffic blackspot, according to AA Roadwatch.

The AA says congestion at the tunnel has been 'virtually eliminated' since the opening of the Queen Elizabeth II Bridge.

Roadwatch manager, Nick Simmons, said: 'Before the bridge became operational, lengthy tailbacks at the Dartford Tunnel were mentioned on most of our rush-hour traffic bulletins, but not one tailback has been recorded since October 30 when the new Thames crossing was opened.'

Meanwhile at junction 15 (Heathrow Airport), thousands of vehicles continue to grind to a halt each day.

Roadwatch frequently monitors 20 mile tailbacks anti-clockwise to the M1 intersection (junction 21), and four miles clockwise to Staines (junction 13).

Other troublespots repeatedly noted include:

- A33 Winchester by-pass.
- M6 West Midlands, junctions 7-9.
- M4 elevated section, junctions 2-3.
- M4 Brynglas Tunnel, junction 26.
- M25 junctions 15-16.
- M8 Glasgow, junction 12.
- M6 Stafford, junctions 12-14.

Watch out for other up-to-the-minute traffic news from AA Roadwatch in *Coachmart's* Tours and Excursions section.

This week's report is featured on page 38.

BRIEFS

● REORGANISATION at Warwick County Hall has created a new Integrated Transport Unit which will initiate a review of all tendered bus services in the county.

Tenders for the first of four area networks are being invited and must be returned by December 9. Warwickshire's new unit administers both socially necessary tendered bus services and home to school and college transport.

● CAMERA surveillance equipment could prevent at least a fifth of the accidents caused by drivers who fail to stop at red lights, says a new study by the AA Foundation for Road Safety Research and Birmingham City Council.

The Foundation's latest report reveals that up to 5,000 accidents costing £100 million a year are caused by red-light running.

● CASH handling at Merseybus is now fully integrated into a computerised system that has cut costs and improved security.

Specialists, Scan Coin, installed 22 cash deposit points at 10 depots through Merseyside.

The transition to Scan Coin systems has taken only six months and includes counting, sorting and bagging machines as well as the company's recently launched Cash Deposit Point.

See page 20 for more computer news.

● CHILDREN in Need will gain £5 for every passenger travelling on a new Scottish express service during its first week of operation.

Skye-ways, of Kyle of Lochalsh, is starting its three-times daily 9.99 Super Express service from Inverness to Glasgow on Monday December 1.

General manager, Peter Martin, says: 'Each full coach will raise £250 for Children In Need.'

■LEGISLATION

Ireland a step ahead with '92 star system

IRELAND'S star-rating system, run by Bord Failte (the Irish tourist board), comes fully on stream next year, when the tour industry will be given listings of all vehicles in the scheme with guarantees of quality.

'It was experimental this year, and came in during a very busy season,' Liam Campbell, of Bord Failte, told *Coachmart*.

'We may have lost out on three valuable months, having started in summer, but we had to get things moving to ensure it worked next year.

'With any system it's important to be cautious, monitoring and evaluating the way it works. But implementing the system is the most important aspect.

'Who cares about the glory as long as, when visitors come in, they can book coaches with peace of mind, knowing exactly what they will get?'

Mr Campbell said the scheme had got widespread support from operators, and most were very pleased with the outcome.

Problems with small operators not being eligible had been sorted out.

Joining as associate members of the scheme, they then registered their vehicles with a larger, full member's fleet nearby.

'This year, every coach will have window stickers and badges and be registered with us,' said Mr Campbell.

'In any hire now, each party knows what may be expected by the other, and quality can be measured.'

■BUS

UK operators get glimpse of new bus technology

ACCESSIBLE bus transport came one step nearer when Dutch manufacturer, Den Oudsten, part of United Bus, showed UK operators the latest low-floor technology.

Den Oudsten's new Alliance City bus (above) was shown in left-hand drive form at a series of seminars organised by the Department of Transport's disability unit to increase awareness of the benefits of low-floor buses.

A redesign of the traditional driveline enables the bodybuilder to fit a one level deck with no step to the rear saloon, wider aisles and an ultra low floor level for easy boarding and alighting. The aim is to provide extra comfort and an easier journey for all passengers, with obvious additional benefits for those with pushchairs, disabled or wheelchair passengers and the elderly.

The Alliance uses the latest design innovations from ZF, the RLE 66 independent front suspension which eliminates the front axle beam and results in lower floor levels. It also features air operated disc brakes.

■BUS

Government bus scheme upsets independents

IRISH independent operators are protesting against a late-night bus scheme being introduced by the Government.

In a leaked letter to Irish Minister Seamus Brennan, the Federation of Transport Operators (FOTO) says the decision by the Department of Tourism, Transport and Communications to put buses on the streets of Dublin into the wee hours over Christmas could pose a threat to drivers.

'The scheme was ill thought out and smacks more of a PR exercise by the DTTC than a practical solution to a public transport problem,' said FOTO chief executive, Martin Cullen.

'We are astonished at the intractable position adopted by them. The purpose of the scheme is surely to attract and facilitate greater numbers of people to public transport. Why then will the DTTC not allow private operators to carry passengers into the city centre over Christmas?'

Although a few of the services have been taken by independent operators, the bulk went to the state-owned bus company, Bus Eirann.

All of the services are virtually worthless, FOTO is claiming, and pose a serious threat to the safety of drivers.

'In our view, the Department hasn't even tossed independent operators the crumbs,' Mr Cullen told *Coachmart*.

FOTO had proposed an integrated approach to Christmas services which it said it would run on behalf of the DTTC.

It promised top quality vehicles to take shoppers in and out of the major cities.

■ LEGISLATION

Operators push for star ratings

OPERATORS are calling on the Bus & Coach Council to start a star-rating system now... without waiting for a patent.

The BCC has faced almost two years' of delays attempting to get the Patents Office to sanction the International Road Transport Union (IRU) system. But now some operators are sick of waiting.

'We need star ratings sooner rather than later,' said Kerry Pitter, director of Hampshire-based BCC member, Coliseum. 'We run a large number of upmarket vehicles, and star ratings would be perfect for us.'

Mr Pitter said the stalling would not stop rival quality systems: 'There's nothing to stop *Coachmart* starting a star-rating system. I believe the BCC is big enough now to face any rival system. But any system still needs that official stamp.'

Bere Regis Coaches' boss, Ray Roper, echoed Coliseum's opinion. Mr Roper said he was on the verge of joining the BCC: 'And this is the kind of thing that would convince me to join.

'Star rating has been talked about for five years. It will help sell coaches at the right price. I'm constantly being put down by cowboys halving my prices while I try to keep drivers in full-time employment,' said Mr Roper.

'It's getting worse rather than better, and this will continue until we get down to setting a standard for coaches.'

National Express said the benefits of a star-rating system would not necessarily affect it: 'This is primarily to the benefit of the private hire business,' said a spokesman. But anything that raises the image of coaches in the eyes of the public has to be applauded.

'Star rating would also be a way of raising the image of the BCC in the eyes of the public.'

New BCC president, Graham Smith, of Heyfordian, has already said he'll be blowing the cobwebs off the BCC's attempts to implement star ratings *(Coachmart,* November 14) during his presidency. But the main stumbling block has proven to be the IRU's insistence that the star system is protected from imitation, and the long-windedness of the Patents Office.

'Put simply, the BCC doesn't want to start its own star-rating system. It wants to bring in star symbols that are truly international in meaning,' said a spokesman. 'I should make the point that this system will not be applied restrictively. Anyone will be able to use it, BCC member or not.'

He said the confusing number of hotel rating systems was an indication of what could happen if rating symbols weren't protected. The IRU system was being pursued by around 25 countries, and the Irish had adopted one loosely based on it (see story on opposite page).

'Be patient' urges Whittle

AN OPERATOR who witnessed the very first IRU star-rating system has urged operators to remain patient as the BCC pushes ahead.

Ron Whittle said any attempt to introduce a star-rating system too soon would attract the attention of the Office of Fair Trading, and any system which side-stepped the Patent Office would have no protection from imitation.

Mr Whittle, of Go Whittle, was on the UK's Section One of the IRU when the star-rating system was worked out.

It was quickly adopted by Belgium, whose Government then made it a legal requirement. France and Italy are now expecting to follow suit.

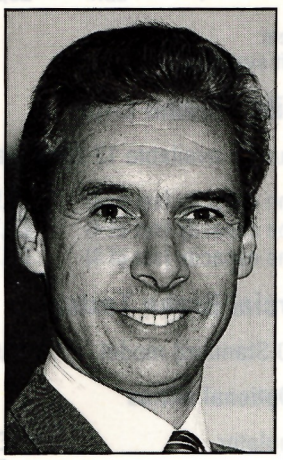
'It has been made clear that our Government has no intention of doing the same, and as a result, the BCC has to go through this stupid and long-winded process,' he told *Coachmart.*

'The BCC cannot even talk to the Patent Office direct. It has to go through a patents agent. I'm as frustrated as any operator about the delays and the length of time this is taking.

'We were to have had a hearing in October, but this has been postponed by the Patent Office without the BCC being given a reason.'

He admitted that anyone could introduce a system tomorrow, but said that any star rating would only be as good as its enforcement.

'Star rating is a marketing tool, but it is only any use if it has standing,' said Mr Whittle.



■ BRIEFS

● WESTMINSTER Bridge is to close for two busy Christmas shopping days, warns the Metropolitan Police.

From midnight of December 13 to 6 am on December 16, engineers will be examining the bridge and no traffic will be allowed over it.

● GO-AHEAD Gateshead has spent £100,000 on Philips Telecom mobile radios for 175 of its fleet of buses. The order follows 18 months of trials with 50 radios, used to provide customer information as well as give a fast response to breakdowns, assaults and delays.

● PAINT supplier, PPG, has launched an advice service in preparation for the forthcoming Environmental Protection Act.

Stringent legislation will control the use of volatile organic compounds - paint solvents and thinners - when the Act is introduced. Heading the service is Robin Hanny.

● UNITED Bus Group member, DAB Silkeborg, is developing its own version of Den Oudsten's Alliance city bus concept.

Intended for Scandinavian markets when it is introduced next spring, the new vehicle has a 340 mm high, virtually level floor. Seats are suspended from the ceiling, to aid cleaning.

● LONDON Transport's new Hoppa route W4 linking Wood Green and Tottenham via Broadwater Farm started last week with London Northern Bus providing the buses on 20-minute intervals.

● DEVON operator, F R Guscott, of Beauworthy, has had its O-licence reduced by two vehicles to 20 and its expiry date reduced by three years to June, 1992, following spot checks in which DTp inspectors issued seven immediate prohibitions and two delayed.

DSB SALES LTD

Tel: (0509) 842456

Dennis Javelin Plaxton Paramount "THE BEST OF BRITISH"
A small selection available with various Specifications at very attractive prices.

Part Exchange welcome

Any number of older coaches considered in part exchange. HP and Lease terms available (subject to status).

Or have you thought about contract leasing?

Why not contact us and we will find the package that fulfils your needs.

Tel: 0509 842456. **FAX: 0509 843416**

DENNIS

ASHBY ROAD LONG WHATTON NR LOUGHBOROUGH LEICS. LE12 5BX

USED VEHICLE STOCK

1990 H DAF 2300 DHS Duple 340, 53 plus toilet, continental door, MoT October 1992 ..... **£85,000**

1988 E 609D Mercedes, 19 seater, MoT June 1992 ..... **£16,750**

1986 D Iveco, Mellor conversion, 14 seater, MoT September 1st 1992 ..... **£4,250**

1983 PP DAF Plaxton 3500, latest Paramount front, 49 seater, toilet, wired TV and video, MoT current **£35,000**

1983 PP Volvo B10M Jonckheere P90, current MoT. Choice of two **£35,000**

1980 W Ford R1114 Dom II, 53 seater, MoT March '92, Jan '92, choice of two **£5,750**

1980 V Bedford YMT Dominant, 53 seater, MoT June 1992 ..... **£5,500**

1977 S Bedford YMT Van Hool 300 line, 53 seater, current MoT **£4,950**

1976 P Leyland Leopard Plaxton, 53 seater, current MoT **£5,000**

RECO EQUIPMENT

Commercial Vehicle Lifts

Make	Capacity	Posts	Length	Price
Bradbury	14T	6	29ft*	**£6,950** + VAT
Bradbury	8T	4	25ft*	**£3,950** + VAT
Bradbury	5T	4	22ft	**£2,750** + VAT
Laycock	14T	6	23ft†	**£6,250** + VAT
Laycock	8T	4	23ft	**£3,250** + VAT

*Includes wheel free system
†Extensions to 26ft and 29ft available POA

Mobile Column Lifts

New Prolift Mobile columns available 12-26 tonne capacity

Somers	20 Tonne capacity (set of 4)	**£8,500** + VAT
Concept	16 Tonne capacity (set of 4)	**£7,750** + VAT
Somers	12 Tonne capacity (set of 4)	**£6,750** + VAT

Commercial Brake Testers

FKI Crypton	EB 30 Standard model	**£6,000** + VAT

Optional extras

Rayworth Axle Load Simulator	**£950** + VAT
Bi-Directional Linkage	**£950** + VAT

The prices quoted above are for fully reconditioned equipment and are inclusive of delivery, installation to the customer's prepared site & six months parts and labour warranty

Tel. (0272) 862449. Fax. (0272) 861634

BUS AND COACH SALE

ADT AUCTIONS
BUS & COACH

ADT AUCTIONS LTD
MEADOWS ROAD
QUEENSWAY MEADOWS
INDUSTRIAL ESTATE
NEWPORT, GWENT
NP9 0YR

THURSDAY 12th DECEMBER 1991 COMMENCING 1.00PM

The next dedicated Bus and Coach auction will consist of a large and varied entry, the majority of which will come direct from operators and finance companies.

We welcome further entries and would like details of definite entries for inclusion in advertisements and our mailshot. Details should be with us by Monday December 2nd 1991 for inclusion in our advertising, and by 10.00am Friday December 6th 1991 for inclusion in our mailshot.

For further details contact Eddie Gerrard or Pat Newman on 0633 270222 or Fax 0633 270262

ADT Auctions

THE WORLD'S LARGEST AUCTION GROUP

An ADT Company

■NEW SURVEY

Coach travel up, investment down

DTp survey reveals industry cost-cutting

COACH travel is on the up, but operators' worst fears of an industry facing depressed incomes from an ageing fleet are confirmed by a new Government survey.

The Department of Transport's latest statistical report, *Bus and Coach Statistics 1990/91,* paints a picture of an industry boosted by increased efficiency. It has shed labour, cut costs and makes older vehicles work harder.

Mileage has levelled out after being stimulated by deregulation, but bus passenger numbers continue a relentless decline while coaches continue to buck this trend with another year of growth. However, revenue has fallen.

The report confirms that coach and bus is a multi-million pound industry facing recession. Its £2,028 million turnover is down in real terms, with coaching suffering a two percent cut after sitting on a rising tide for many years.

Despite cost savings and more coach travellers, revenue from all types of service has suffered - for the first time in the case of coach work.

Coach passenger numbers are back to 1983 levels at 619 million after suffering depressed years in 1985/6 and again three years later. The DTp suggests that this cyclical fluctuation in coach patronage is a consequence of 'considerable uncertainty, since many operators do not record this information.'

The report says bus operating costs are down 33 percent in real terms since 1985/6 - mainly as as a result of a big swing to cost-effective midibuses and tight control of the wages bill. PSV wages have slumped from above average in 1986 to more than £30 a week below comparable jobs.

Average PSV drivers' pay is now £272.30 for a 47-hour week - that is £4.69 an hour. Staff employed by coach and bus operators have been chopped by a quarter in 10 years - mainly maintenance and admin.

Government support for the industry was up to £673 million. This rise, the first in real terms since 1984/5, is thanks largely to increased fuel duty rebate which masked a cut in Public Transport Revenue Support and the abolition of the rural bus grant.

Almost two-thirds of vehicle mileage (3,838 km in 1990/1) is on local service. Of this, a growing proportion is commercial - now 84 percent.

Bus operating costs average 70p per kilometre - or 50p per passenger journey. Costs have swung below inflation levels in every year since deregulation, resulting in a cut of a third before taking depreciation into account. Otherwise savings of 15 percent are recorded over four years.

Costs per passenger journey are less impressive due to a fall in bus passenger numbers at the farebox - only a three percent drop in real terms in three years.

There is a marginal fall in the number of PSVs to 72,100. The minibus boom has matured into a rapidly expanding midi-market with 11,600 vehicles in the 17-35 seat range now on the roads compared with a mere 3,100 on 'D' day. This growth has been at the expense of new full-size double and single deckers.

Although big buses make up over half the PSV parc, numbers are down 10 percent over the past decade.

A major swing to small 'Dart' sized buses has affected the industry's age profile.

Over a third of full-size buses and coaches are now over 11 years old. This is a complete turnaround from 1980 when 33 percent were less than four years old and only 16 percent were 12 years old or over. On the other hand the majority of the mini/midi fleet has been put on the road since 1986.

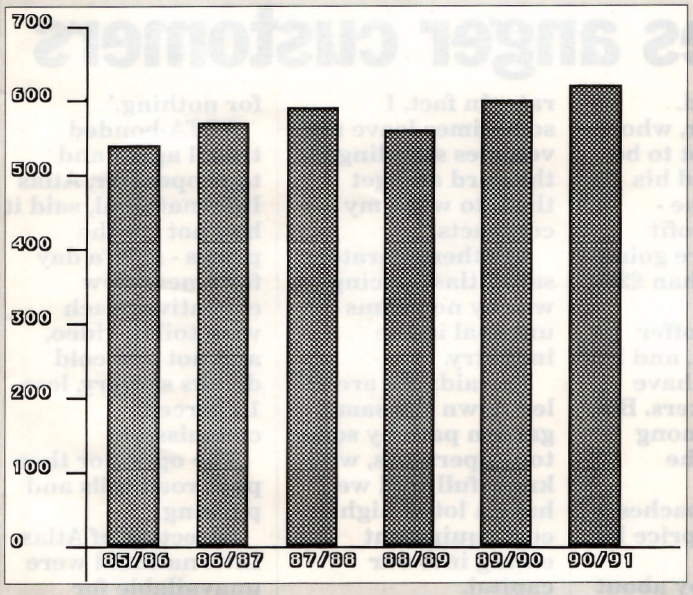
Operators are getting more work out of this ageing fleet. Those involved in local service do 58,000 km a year compared with 46,000 km on coach work - in both cases mileage is up.

Efficiency has been sustained by the larger operator hiving off expensive central works, resulting in an increased dependence on contracted maintenance. There are now 2.65 vehicles per fitter compared with 1.8 in 1985/6.

Overall, the industry had 6,400 operators at the end of March 1991 - the majority were not operating local service. The mounting influence of consortia - bus operating groups such as Stagecoach and Drawlane - is identified by the report. Their market presence has grown from 13.6 percent to 20.4 percent of local bus mileage in three years.

Nevertheless small operators have more than held their own since coach and bus deregulation. In addition to holding on to their large slice of the expanded coach trade they have doubled their contribution to bus work - albeit on a very small scale.

Operators with less than 20 vehicles run 58.5 percent of coach mileage, but less than 10 percent of bus routes.



IN THE past three years, passenger numbers have grown consistently.

The graph (above) shows fluctuation since bus deregulation. The full picture, in passenger millions, is:

Non-local services - (all types of coach work)

1980	559
1981	584
1982	579
1983	622
1984	587
1985/86	537
1986/87	572
1987/88	592
1988/89	563
1989/90	594
1990/91	619

Source: The Department of Transport, Transport Statistics Report, Bus and Coach Statistics 1990/91.

COACH AND BUS INDUSTRY PROFILE - 1990/91

Total number of operators	6,400
Total number of vehicles	72,100
(50,000 owned by the private sector)	
Total staff employed	155,000
(27,200 maintenance staff)	
Total annual mileage	3,838 million kilometres
(highest on record)	
Average mileage per vehicle	53,000 kilometres
(highest on record)	
Average fleet size	11.3
Average workshop staff	4.3
Vehicle age distribution:	

	Midibuses	Full-size
Less than four years old	55 percent	16 percent
12 years or over	4 percent	34 percent

■BUYOUT

Applebys and Abbeyways get Ivy Coaches' work

Ivy Coaches: had a 17-strong coach fleet.

IVY Coaches, of Huddersfield, has gone into receivership, and its tours have been taken over by Applebys and its contracts and private hires by Abbeyways.

The company, run by Margaret Taylor and her brother Malcolm Hutchinson, was placed in the hands of administrators, Richard Brown and Nick Munton, of John Gordon Walter and Company, by the bank on November 20.

It had a coach fleet of 17 vehicles, five leased and 12 rented, which have gone back to their owners. The offices at Upperhead Row in Huddersfield are acquired with the full tour programme in the deal with Stuart Appleby.

'We have taken all of Ivy Coaches' passenger commitment and we are guaranteeing all holidays booked,' Stuart Appleby told *Coachmart*.

The acquisition will boost Applebys' PSV turnover by around 10 percent, and will be carefully dovetailed into existing Halcyon, Sunpact and Applebys-branded holiday products.

Ivy Coaches is itself to be re-branded Ivy Coach Holidays From Yorkshire, reflecting its geographical advantage for Applebys. The travel agent premises in Huddersfield will become Ivy Coach Holiday Centre, and will sell the Halcyon North Sea Ferries tours.

Mr Appleby told *Coachmart* the acquisition of Ivy Coaches was mooted long before insolvency was declared: 'The business had been for sale for a while, and it swung in our direction because we offered the exisiting customers a guaranteed holiday,' he said.

'This acquisition has merely hastened something we were planning. Already having bases such as Grimsby and Hull means you can only move inland. It makes sense for us to follow the line of the M62,' said Mr Appleby.

'For instance, all our feeder coaches coming south go to Ferrybridge, which is only 20 miles from Huddersfield. We are very pleased with this acquisition. It fits in nicely, having very similar products to our own.'

The private and contract hire side of the business has gone to Abbeyways.

Administrator, Nick Munton, said Ivy Coaches had recognised its problems early on, and the attempt to find a buyer before insolvency was declared had proven a wise move.

'I'm absolutely delighted with the way things have gone,' he said. 'It was necessary to do the job rapidly, and the fact that buyers had been sought made it relatively easy to dispose of the assets before any damage was done. As soon as tours don't run, confidence goes.

'Many companies leave this side of things too late, with the result that there is nothing left to sell.'

■CLOSURE

Eurotrek stops trading

EUROTREK, the Staffordshire company owned by Linda Baddeley and Alan Eardley, has handed-in its operating discs and stopped trading.

Phone lines to the company's Leek office were disconnected when *Coachmart* tried to speak to the directors, but it is believed the business may restart when trading conditions improve.

It recently appeared before magistrates on drivers' hours and tachograph offences (see Licencing & Legal - page 26).

■TOURS

Atlas' charges anger customers

A TOUR firm has angered *Coachmart* readers with contracts which demand a £1,000 'security bond' and offer £185 a day for continental work.

Atlas International, of Bridgend in South Wales, advertised in *Coachmart* for operators to run Pontins EuroDisney short breaks, and got a large number of replies.

But when operators got details of Atlas' contracts, some were shocked to discover the rates being offered.

One reader, who preferred not to be named, found his costings alone - without a profit margin - were going to be more than £230 a day.

'Atlas can offer what it likes, and I know it will have plenty of takers. But I won't be among them,' said the operator.

'If I sent coaches out for that price I'd have gone backwards by about 10 years.

'I know operators that work for that rate. In fact, I sometimes leave my vehicles standing in the yard and get them to work my contracts.'

Another operator said Atlas' pricing was by no means unusual in the industry.

He said: 'We are all led down the same garden path by some tour operators, who know full well we have a lot of high-cost equipment eating into our capital.

'The answer has to be to sell the equipment, not work for nothing.'

ABTA-bonded travel agent and tour operator, Atlas International, said it had not set the prices - £210 a day for a near-new executive coach with toilet, video, and hot and cold drinks servery, less 12 percent commission.

The operator then pays road tolls and parking.

Directors of Atlas International were unavailable for comment when *Coachmart* went to press.

Coachmart is published by EMAP Response Publishing Ltd, Wentworth House, Wentworth Street, Peterborough PE1 1DS.
Telephone 0733 63100.
Classified Advertising 0733 898111
Fax 0733 62656.
Telex 32157. ISSN 0953-8240
Editor in chief - Mark Barton
Editor - Anthony Hawkswell
Features editor - Mike Morgan
Tourism editor - Mark Williams
Production editor - Andrew Hurst

Publishing director - Ian Griffin
Group sales manager - Iain Blackhall
Telesales executives - Sally Wright; Ruth Kitchen, Steve Gibbons.
Sales representatives - Hugh Cairns, Paul Murtagh, Liz Green, Lynn Cook.
Advertisement production manager - Nicky Curd
Group marketing manager - Sarah Ramsden
Subscriptions inquiries-Joanne Reed

Coachmart is only available by pre-paid subscription.

Domestic subscription rate is £45 per year; £75, 2 years; £105, 3 years; and Europe (including Irish Republic) £85 per year. Worldwide air mail rate is £115 per year. All rates include postage.
Contributions should be sent to The Editor, **Coachmart**, Wentworth House, Wentworth Street, Peterborough PE1 1DS. The Editor cannot accept responsibility for claims and statements by authors and manufacturers whose views do not necessarily represent those of the publisher, or for any mistakes or misprints, although every care is taken to ensure accuracy.
Typesetting and colour origination: Meridian Media Services Ltd, Orton Southgate, Peterborough.
Printing: William Gibbons & Sons Ltd, Wolverhampton.

ABC
MEMBER OF THE AUDIT BUREAU OF CIRCULATIONS

© EMAP Response Publishing 1991

Why not try our First Class Service for all Coachwork

PLAXTONS MAIN STOCKISTS AND EMERGENCY REPAIRERS

(Close to M6 motorway – J16 & 17)

- ★ Repairs to all types of coaches undertaken
- ★ Insurance/Accident repairs
- ★ Repainting/Signwriting
- ★ Executive Conversions
- ★ Bar units/toilets
- ★ Hot drinks machines/Cool drinks
- ★ Refrigeration and Microwave Ovens
- ★ First class spares service

DON'T DELAY
PHONE Brian Mottram *TODAY*

Free Estimate/Quotation – Established for over 60 years

LAWTON MOTOR BODY BUILDING CO. LTD.
CHURCH LAWTON
STOKE-ON-TRENT
ST7 3DN

You've tried the rest
Now try the best

PHONE:
(0270) 882056
OR 878957
After Hours
(0782) 782422
(B. MOTTRAM)
(0270) 875774
(G. COLCLOUGH)
(0270) 877277
(R. ASH)

Improvements are courtesy of ZF

IMPROVED gearbox, steering and front axle technology is available from ZF, the German automotive specialist.

The latest coach gearbox from ZF, the S6.85, is claimed to have lightweight, low shifting efforts and reduced noise levels. It is available with optional secondary retarder for improved control and reduced brake wear.

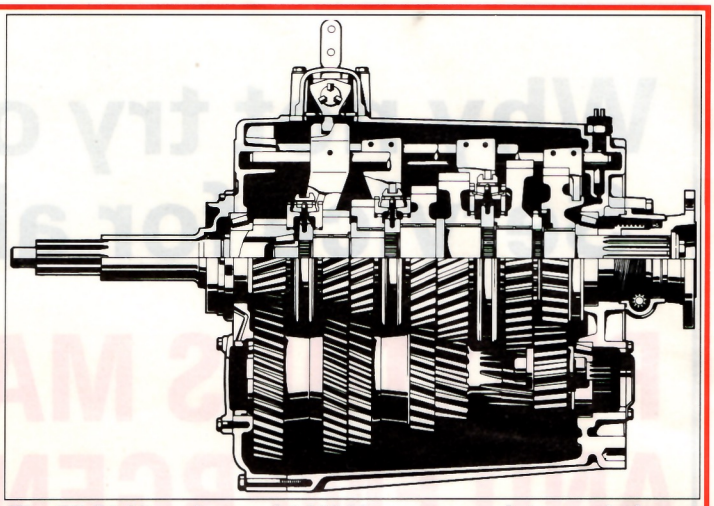
ZF has added a new low maintenance steering system to its range. The Servocom 8095 operates with two hydraulic control valves serving two independent circuits.

Seen for the first time in the UK are ZF's latest design innovations to fit the low-floor PSV concepts - a space-saving independent suspension system and drive axle with 80 degree angle drive to match the ZF Ecomat automatic transmission.

Kassbohrer is first to use the suspension system on its S300NC city bus.

With this new RLE 66 design, the wheels are joined to the vehicle by just three pivot points on each side. Wheel guidance, suspension and shock absorption are carried out by separate components grouped around a common swivel bearing.

Air suspension bellows are positioned either side of a central supporting tube. These swivel with the movement of the wheel to avoid fouling.



The ZF S6-85: a six-speed 1,200 Nm syncromesh transmission for coach applications.

Ingersoll-Rand expands its compressor range

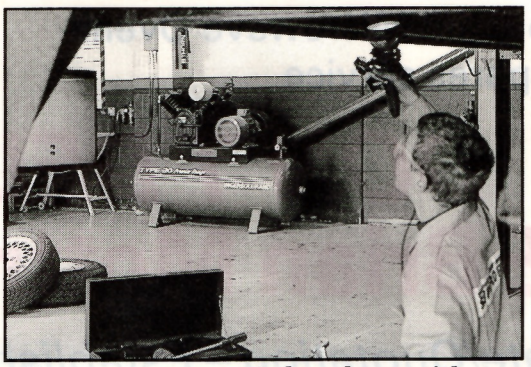
INGERSOLL-RAND has extended the company's market-leading Type 30 Premier range of cast iron reciprocating compressors with the launch of a new lower cost 10 hp unit (pictured right).

Particularly suited to use in the small coach operator's garage, the new compressor offers the high performance and long life characteristics of a cast iron machine at a price much closer to that of the equivalent aluminium unit.

As in all Type 30 models, the latest compressor offers the same high efficiency air head and valves with low operating speeds to ensure low temperatures and high reliability.

The new compressor is manufactured at Ingersoll-Rand's dedicated small compressor plant at Wardley in Manchester.

It is normally offered as a standard receiver mounted package with electric motor drive through V belts. It can also be supplied as a base plate mounted version with the air receiver.



FAME beckons

SMART operators are turning to FAME technology to increase profits, according to Quiverfield, of Nottingham, the supplier of the patented Fuel Advanced Molecular Efficiency system.

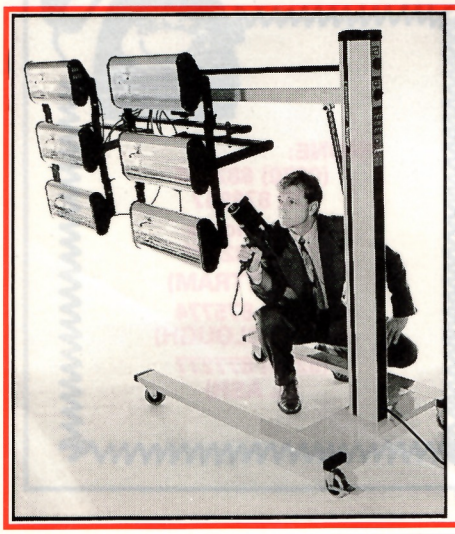
The system is being offered at half price to operators willing to take part in a trial test. Typical FAME installation costs £117.50 and the company is hoping to prove the payback time is as little as two-three months for a Ford Transit minibus doing 50,000 miles a year.

The system is not just another device or additive - it is new technology.

It uses safe magnetic energy to alter the molecular structure of fuel and air to improve combustion in a new concept, the result giving better efficiency, better economy and less waste gases such as carbon monoxide and hydrocarbons.

As from the beginning of this month the measurement of waste gases is included in the MoT test in cars - and soon to be included for diesels.

The Department of Trade and Industry has recognised the potential of FAME as a Vehicle Efficiency Data Assessment Scheme (VEDAS) devised to provide up to 50 percent off the cost of installation on a limited number of vehicles. Selected vehicles must cover at least 5,000 miles per year.



Six more from Edwin

EDWIN Trisk Systems has completely redesigned its Curemaster range of infra-red equipment with six new innovative products.

Sales and marketing director, Dave Bennison (pictured left with the Curemaster Super Twin), said: 'The new range is the result of our comprehensive research and development programme. This involved liaison with body shop personnel, paint and vehicle manufacturers and distributors throughout the world. We are convinced that the new Curemaster range is the most technically advanced and best value infra-red curing system on the market today.'

The new product line-up includes the Super Twin flagship, which incorporates a unique elongated short-wave infra-red halogen tube developed by Philips exclusively for Edwin Trisk.

Revolutionary portable vehicle jack is revealed

A REVOLUTIONARY vehicle jacking system which provides a clear working area underneath, yet can be portable within the workshop, or even beyond it, is now available from Baldock-based Neuero Engineering.

Already in use on the Docklands Light Railway in London, being installed for the Manchester Metrolink and specified for the maintenance depot for the Channel Tunnel, the rail version of the German-manufactured screw jacks have already made an entry into Britain.

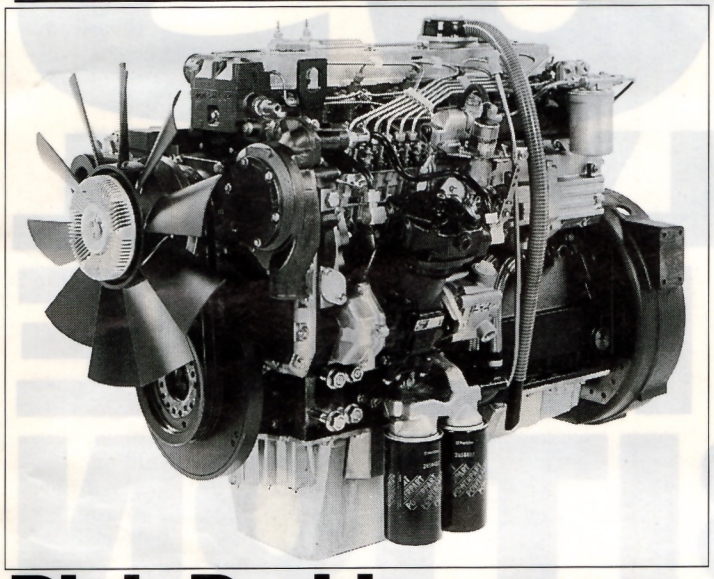
With variations for both road and rail vehicles, a typical set of road vehicle jacks is placed under the wheels of the vehicle when it is stationary on any suitable hard standing. After each jack is raised to make contact with the wheels, the jack screws are synchronised under electronic control so that they all lift the vehicle together.

Each standard electrically powered vehicle jack has a five tonne lifting capacity and a maximum lift of 1.6 metres - sufficient to work underneath the vehicle.

The jacks have a pair of rollers and a steerable third wheel so that, when unloaded, they can be moved by hand. Each jack weighs 550 kg.

They are highly suitable for maintenance work in a small depot where a permanent hoist is undesirable.

A set of Neuro synchronised screw jacks plus a hard standing provide under-vehicle working space where it is required.



Pick Perkins power

PERKINS says it has the most advanced diesel engine developed and manufactured in the UK.

Versions of its Phaser engine (above) have been developed to meet the world's toughest emissions controls - the UK Federal and Californian regulations. Consequently, the new Phasers will easily meet the Euro 1 regulations, due in July next year, and puts them well on the way to meeting the even more demanding US 1994 and the European 1996 regulations.

Phaser, Perkins' new generation of four and six litre diesel engines, was launched four years ago. A multi-disciplinary team using simultaneous engineering techniques was set up at the company's Peterborough headquarters to develop the engine for the US market. The larger six cylinder Phaser 180Ti develops 180 bhp (134 kW) at 2,600 rpm. Maximum torque of 450 Lbf/ft (610 Nm) is reached at 1,600 rpm.

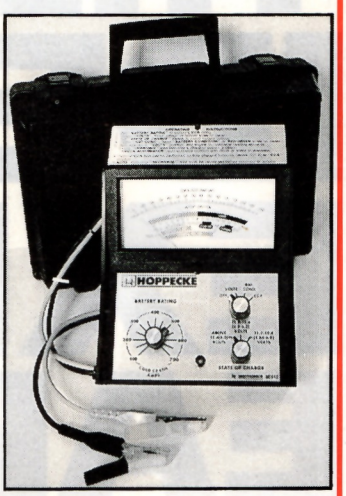
Avoid suffering a flat battery

FLAT batteries and horrendous call-out fees to jump start a stranded coach can be avoided with Hoppecke's power sensor (right) for battery testing.

Commercial garages in London will charge up to £170 for the privilege of attending a coach in need of a boost. Much better to either carry a set of jump leads or, believing that prevention is better than cure, regularly test the batteries.

Discharge problems can be identified on the spot with the Hoppecke tester. This innovative device indicates the true condition of a partially discharged starter battery while it is still connected to the engine.

Designed by Midtonics of America, the tester, or power sensor, not only identifies battery condition, but the amount of discharge (if any) and whether discharge is due to a fault in the battery or coach engine (eg. the alternator).



The positive and negative leads of the tester are simply attached to the discharged battery terminals. Button selection enables the fitter to identify the problem.

In-service starter battery difficulties should then be identified without the need to disconnect the battery or to make complicated and time-consuming tests.

IDEAL HOME PLUS

THE DAILY MAIL IDEAL HOME EXHIBITION

EARLS COURT LONDON

12 MARCH - 5 APRIL 1992

IDEAL HOME PLUS

IT IS SO MUCH MORE THAN BEFORE

THE DAILY MAIL IDEAL HOME EXHIBITION — EARLS COURT — 12 MARCH - 5 APRIL 1992

ADMISSION TIMES

10am until 8pm — including Sundays
except 10am until 10pm on Thursdays

ADMISSION PRICES AT THE GATE

£6.00 Adults
£3.00 Concessionary Tickets (Children under 16 and OAP's)
Children under 5 FREE

Calling all coach operators —

Ten reasons why you cannot afford to miss the

1992 IDEAL HOME PLUS EXHIBITION

1. More to see and do with Earls Court 2 — the new hall
2. Five fabulous show houses
3. State of the art design pavilion
4. Gifts and gadgets
5. Innovative ideas
6. Great fun for all the family
7. Free samples
8. Demonstrations
9. 21 interior designed room sets
10. Last, but not least, MASSIVE SAVINGS for you the operator

---

Once again the organisers of Europe's largest consumer show — Ideal Home Plus — are making you a very special offer!

Advance tickets for Ideal Home Plus — provided you book 20 or more using the Reservation Form below are being made available to you at *very attractive rates,* enabling you to attract more business, increase your profit margins — or both! What's more, we'll send you your tickets on sale or return if you order more than 20! Ticket prices, plus full details of our special offer, are shown below, and all you need to do is estimate the number you will require, complete the Reservation Form and return it to us with your cheque for the appropriate amount. Any unsold tickets must be returned to us by 30th April 1992 to qualify for a refund.

Doing better business has never been easier!

Special Offer Ticket Prices (for orders of 20 or more tickets)

Adult	£4.80 per ticket
Concession (OAP & children under 16)	£2.40 per ticket

This equates to a full 20% discount on every ticket you buy!

* ***PLUS*** one Complimentary Ticket for every 20 tickets ordered *

Book your tickets for Europe's biggest and brightest consumer exhibition NOW

IDEAL HOME PLUS

Reservation Form for Coach Operator Tickets

To: Jill Fearn
Ideal Home Plus 1992
FREEPOST
Station Approach, RUISLIP
Middlesex HA4 8BR

Please supply the following quantities of Coach Operator Tickets:
(including a Complimentary Ticket for every 20 Tickets ordered.)

..... Adult @ £4.80	£..... : .....
..... Concession @ £2.40	£..... : .....
PLUS Postage & Packing	£..... : 50
TOTAL	£..... : .....

(NB All prices include VAT)

Our cheque for £..... : ..... is enclosed, payable to ANGEX LTD and crossed "& Co".

Coach Company .....

Contact .....

Address .....

.....

.....

Postcode ..... Tel No: .....

SURVIVING IN A COMPUTER WORLD

Rod Davey looks at ways of improving the small coach operator's administration habits.

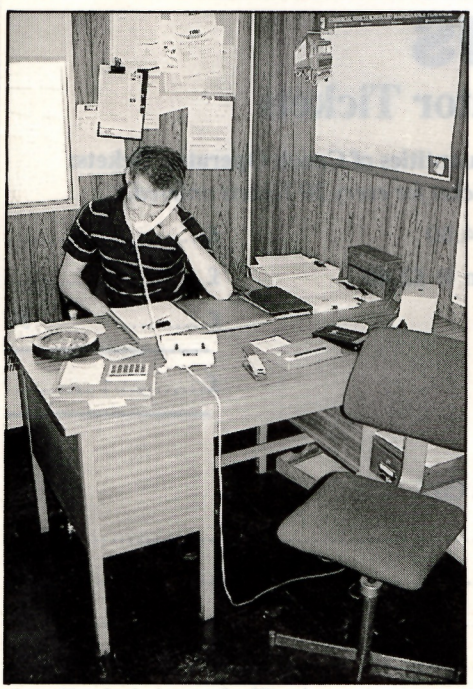
STREAMLINED organisation is crucial in the drive for more profit. In a competitive industry improved efficiency is an essential ingredient in any successful business. Computers are often the core to that success.

Operators gripped by the benefits of information technology have new-found freedom to manage their coach business. Yet others remain mesmerised by the computer maze.

Throughout the industry, large and small, there are those coach operators who are organised and those who are not. To many, properly organised offices are where they go to pay in the cash and cheques and draw out the wages. And the machine the teller uses is a one-eyed 'magic box'.

After all, it is much nicer to drive out the fleet flagship on the year's best continental tour - or get the overalls on and go underneath that contract vehicle which has been giving so much trouble.

Coach operation is food and drink to that merry band of enthusiasts and coach nuts to whom the industry is a way of following an interesting hobby and making a living out of it, and perhaps a little bit more if the summer season's kind.



A well administered office is a pre-requisite of any organised business.

Bennetts of Newbury: a company that puts its faith in computers .

But coaching is also a business and coach travel is a serious industry.

Both the travelling, holidaymaking public and the staff rely on the operator to keep the wheels turning safely and efficiently.

And what happens to the enthusiastic amateur when that local competitor gets organised and starts attracting all the work? It may often lead to a last and fateful visit to the bank, and a fond farewell to the business account.

In all likelihood the successful competitor has got his operation organised. And not just from the point of view of running up-market coaches and dressing his staff in smart uniforms.

The predatory competitor has probably got his long-run costs sorted out in return for a little bit of foresight and an investment which, when compared to coach purchase, is small beer.

Organisation

A well administered office is an essential pre-requisite of any organised business - and when it comes to the complexities of coach operation it is twice as essential.

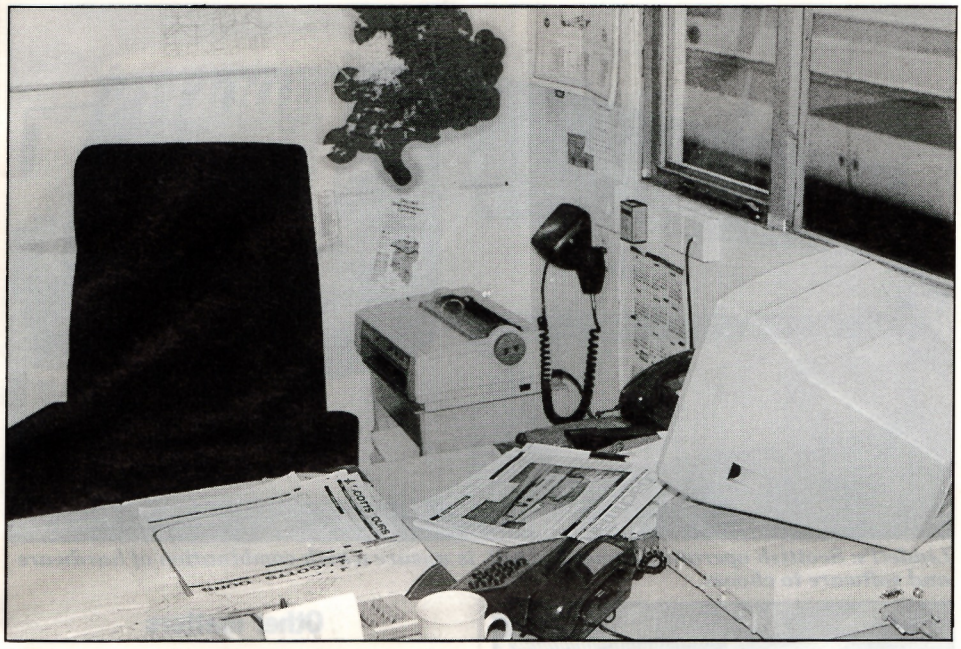
Think about it. There's the product - contracts and private hire, excursions and tours, and maybe a little local bus operation. In an atomised industry such as ours this needs to be carefully administered - and not just from the fear of a visit from the Vehicle Inspectorate. Businesses as well as vehicles have to be carefully maintained.

Merely from the point of running a fleet of commercial vehicles the task is potentially horrendous.

There's vehicle maintenance, service intervals, licensing, MoT tests and cleaning them inside and out to a sufficiently high standard to worry about.

But there's no point in going to all that trouble if the fleet's not making at least an economic profit, or put another way, is making returns on the capital employed sufficiently high to keep the sane entrepreneur in this line of business.

The first hurdle comes from pricing and costing. However, as operators become more aware of the advantages of computer technology it comes as no surprise that the real crowds at the BCC Show were around the software suppliers - and especially at the stands



There is an endless list of software options available to operators.

where pricing systems, enabling any member of staff to give accurate, uniform and concise quotes over the phone, were being offered.

One system gave instant quotations, no matter what the size of the vehicle asked for, complexities of pick up and touring at the destination, time of day, season and drivers' hours requirements. Of course, it still requires a certain amount of wit and acumen to feed in the right figures in the first place. For there's a famous adage among computer boffins, and it goes 'rubbish in, rubbish out'.

But there's also the whole issue of passenger booking, ensuring that the clients get the seat they requested on the trip they asked for. Such software systems are also capable of administering the accommodation, mealstops, and added extras that will need to be costed for later. Other systems are available for seeing that contracts and private hire bookings run smoothly.

As far as more general systems are concerned, the list is endless. There's various accountancy systems and systems dealing with other aspects of office management.

Closer to home, there's Autoroute and other variants offering quick, scenic or cost-effective route plans for trips not only in the UK, but in Europe as well.

Unfortunately, the whole thing can seem very perplexing to the operator who wants to get it set up, but doesn't know where to start or who to trust.

We all know stories of software salesmen who, rather like double-glazing salesmen, have offered the world and given nothing. Some operators have been left with systems akin to the windows falling out.

To grasp the problem it is very instructive to talk to an operator who is wanting to take the plunge, but is receiving conflicting advice from various quarters.

One operator's views

James Liddell, an operator north of the border in Auchinleck, has spoken to various operators, but still cannot make up his mind on which combination of hardware and software to go for.

Typically, he was looking for a maintenance package to start with. But it has to be said this type of software is labour intensive as far as the software maintenance is concerned, and all staff have to be made aware of the implications and the work and responsibility involved in its continuous updating. Otherwise the maintenance software is as much use as a chocolate fire guard.

It is often better to start with a system that takes care of the actual business of running coaches. And the best people to approach are the software designers that have been involved in the industry and designing specialist coach programs for some time. Otherwise, you may finish up with a database and a thick instruction manual on computer basics laying in the corner and gathering dust.

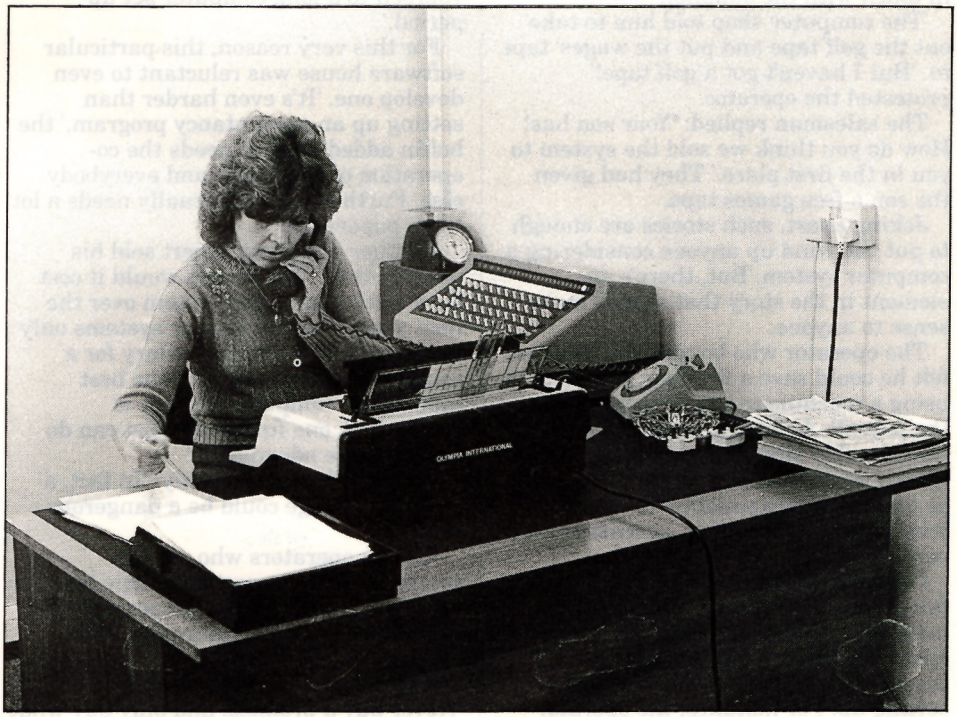
Fortunately, he wanted other functions as well. 'I want a system to take care of government forms, fuel duty rebate and concessionary fares,' he said. 'If the lot's on the computer, I can pick out the function I want, and fish out any item.'

But, I readily agree, he rightly saw his main problem was getting a vehicle maintenance system set up. But unfortunately, this is probably the last thing the operator should go for when starting out on the road to full computerisation.

However, Liddell's coaches runs a thoroughly mixed fleet of around 20 vehicles. James runs seven Volvos, four Leopards, a Bedford, a Scania, two Mercedes minicoaches and six buses. 'I've got everything except a Bristol,' he joked. 'And I need a system to speed things up.'

Alas, computerised maintenance systems might make the running of the fleet more efficient, but fast they are not. But despite this first sticking preference James wanted to buy his software an item at a time. Fortunately, there are some excellent hardware/software packages around at the moment - combining the best of IBM compatibles, which is the type of single-user hardware we should be talking about, with the most practical starter software. It is also possible to upgrade the software's capacity for larger future fleet sizes.

James Liddell is already very aware of the importance of an efficient administrative system - and has used ▶



Crowds at the BCC Show were around the software suppliers whose systems enable staff to give accurate, uniform and concise quotes over the phone.

◀ a Kalamazoo-style manual card system for the past six years. I would start with computerised bookings or keeping private hire and contract records if I were him.

Yet he was still talking about other systems and even broached the subject of desktop publishing, potentially and initially a very expensive hobby. He mentioned a machine another operator had which had 'laser quality' printing for mailshots. 'I'd like my machine to reproduce my business logo,' he said.

He had been speaking to a business associate in tyre services who had computerised his business.

'The first system he bought was wrong, the second was not quite right, and now the third purchase is spot on,' said James.

'I hear the same story from other operators, they haven't known what they wanted it to do until they bought one. This sounds like expensive trial and error. But I'd like to get it right first time.'

By all means get it right first time, but keep it simple. Whatever you do, James, don't let your accountants' system determine the type of machine you buy, just because he'd charge a fee. Any IBM compat is good enough - and remember, there are some cracking deals about.

Sharp practices

James Liddell reminded me of sharp practices by computer salesmen when he told me an amusing little anecdote.

'Years ago I knew an operator who bought a computer to help him administer his own payroll instead of employing a part-time wages clerk,' he said. 'So he fed in the number of hours, hourly rates and tax codes etcetera - and the payslip came out of the printer. It read 'Par 4 - Par 3', so the operator got in touch with the supplier.

'The computer shop told him to take out the golf tape and put the wages' tape in. 'But I haven't got a golf tape!' protested the operator.

The salesman replied: 'Your son has! How do you think we sold the system to you in the first place.' They had given the son a free games tape.

Joking apart, such stories are enough to put the wind up anyone considering a computer system. But, there's an element in the story that should make sense to anyone.

The operator who bought the machine felt he could save a few long run costs by using a machine to help him work out the payroll. And such programs are considerably simpler to set up than vehicle maintenance programs. It would be equally 'sharp practice' to bypass this level of computerisation, at least to start with.

One computer boffin I talked to put it fairly succinctly: 'The problem with maintenance systems is that coach operators think it's going to be easy. But there's a lot of work involved in the setting up. For instance, the operator has to log all purchases and log all fuel and so on for a diary of needs. With this sort of program you need to commit yourself to a long computer set up period.'

Liddell's: Scottish operator, James Liddell, is unsure which combination of hardware and software to choose.

Convey the right image to customers.

For this very reason, this particular software house was reluctant to even develop one. 'It's even harder than setting up an accountancy program,' the boffin added. 'And it needs the co-operation of the fitters and everybody else. Furthermore, it actually needs a lot more paperwork.'

Another computer expert sold his product thus: 'How much would it cost for a clerk and a card system over the next year? Current starter systems only represent three months' salary for a competent clerk, and with the best systems no computer literacy is required. A one fingered typist can do the job quite adequately.'

And he added, ominously: 'In fact, a little knowledge could be a dangerous thing.'

And on operators who see the computer as some sort of 'magic box', he said: 'A PC without the proper software is as useful as a TV before the BBC started broadcasting.'

Of computer salesmen he advised: 'Never buy a promise, and only buy what you see - then you'll get what you see.'

Other matters

Computers, of course, aren't the be-all-and-end-all of efficient office administration. And wisely run offices have storage for the protection of important documents in the case of fire. With computer software suitable security may be provided by making back-up copies and storing on a separate site. But the ambiguously-named 'hard copy', or more accurately 'soft paper', takes a mite more looking after.

Although there is much talk of the electronic office being around the corner, the need for storing paper documents is still with us - and will be with us for some time. Filing is often the Cinderella of all activities in the coach operation, with documents stuffed into crisp boxes and unco-ordinated cabinets.

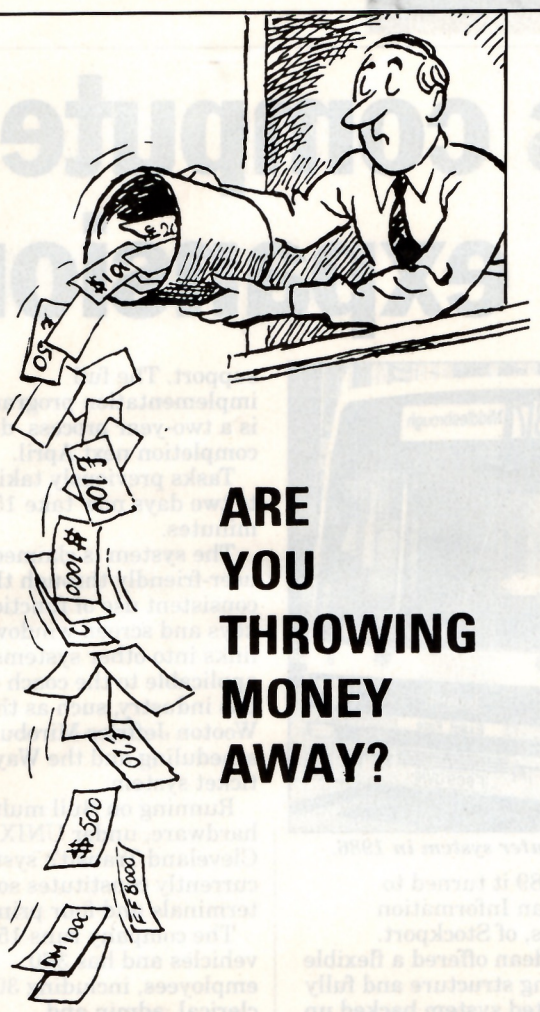
It is worthwhile to pop down to your local furniture supplier and see what's on offer for the modern office.

If space is a problem, as it often is, just take a look at some of the many space-saving ideas. The management of records, operational procedures and usage, storage and retrieval systems, and the efficient use of office space are just as important as computerisation - and warrant further examination.

You may feel it is worth bringing in an office furniture consultancy to provide a comprehensive systems analysis. Such consultations may examine your type of records, the frequency of access procedures, management and cost objectives. They may also go as far as recommending the specification and supply of an optimal office system and see to the installation and staff training to use the new system.

One thing is sure, however far you want to go, it's a safe bet there's room for improvement. Especially, if you have a shop front office for tour bookings. If it's tacky or tatty it will project the same sort of image to your potential clients.

So have a look around and get your systems sorted out. And if you're going for computerisation, don't run before you can walk.



ARE YOU THROWING MONEY AWAY?

Over 30 bus companies already benefit from our unrivalled experience in the industry, particularly with:

REVENUE – Ticket machine control and accountancy, concessionary fares

CASH HANDLING – Security, efficiency, shorts and overs routines

FUEL DUTY REBATE – Preparation and certification

ENGINEERING – Systems development for purchasing, stores and fuel

ACCOUNTANCY – Financial and management: Depot, travel shop and HQ

OPERATIONAL AUDIT – By experienced, qualified accountants

ADMINISTRATION – Identification of unnecessary overheads

If you have already thrown money away our investigations can assist recovery – but prevention is better than cure...

So why not ring now?

EP MORRIS & CO LTD

39 FREETH ST, BIRMINGHAM B16 0QS

Tel. 021 454 7169

THE MINIBUS CENTRE///

THE MIDLANDS' LEADING CENTRE FOR MINIBUSES

WE SPECIALISE, OTHERS COMPROMISE

Lease or Buy

J NEW VW TRANSPORTER, Shuttle Master, 9 seater executive, high back seats, arm rests, Jubilee conversion, delivery miles, modern interior, side door..... **£13,995 NO VAT**

H REG LEYLAND DAF, 17 seat minicoach, Jubilee conversion, twin sunroofs, diesel, 5-speed, side door, full PSV spec, 12,000 miles **£12,995**

H (91) FIAT DUCATO MAXI, turbo diesel, high top, lwb, latest shape, power steering, 15 seats, coach seats, side door, 7,000 miles, luggage racks, new shape, stereo ..... **£13,795 + VAT**
or lease from £87 per week

G REG RENAULT MASTER Diesel LWB High Top, 16 seat luxury mini-coach, under floor luggage, mint condition..... **£12,495**
or Lease from £79 per week

G REG FORD TRANSIT Diesel, 13 seat crew bus with side door, low recorded mileage, immaculate condition ..... **£7,995 + VAT**

G (90) TALBOT EXPRESS Diesel, high roof, 14 seat, crewbus, 5,000 miles only recorded, Devon conversion, mint condition..... **£6,995**

G REG FORD TRANSIT DIESEL, 15 seat minicoach, side door, 32,000 miles, 5-speed coach, moquette seats, full PSV..... **£10,995**

G (90) LEYLAND DAF 400 Turbo Diesel, 17 seats, minicoach, Jubilee conversion, moquette seating, high roof, twin sunroofs, 5 speed, 9,000 miles only..... **£12,495**
Lease for £80 per week

G (89) FORD TRANSIT, 12 seater, choice of 4, white, all low mileage, 5 speed and cloth interiors..... **£7,995 + VAT**
or lease from £56 per week

G (90) LEYLAND DAF 200, 12 seater diesel, choice of two, 5 speed with cloth interiors and side doors, both are low mileaged and in excellent condition throughout..... **from £7,695 + VAT**
or lease from £49 per week

F REG RENAULT ESPACE TXEi, 7 seat, people carrier, power steering, 5 speed, central locking, cloth interior ..... **£9,995 NO VAT**

F (89) RENAULT TRAFIC Holdsworth, 12 seat minibus, rainbow trim, super condition..... **£5,995 + VAT**

F (89) LEYLAND DAF, 17 seater, diesel, in white, superb condition, side door, choice of 2 ..... **£8,695 + VAT**
Buy or lease from £59 per week

F REG RENAULT MASTER Diesel, 17 seater minicoach, Jubilee conversion, twin sunroofs, side door, 5 speed, 40,000 miles, high spec conversion, superb condition throughout..... **£10,995**
Lease for £64 per week

F (89) FORD TRANSIT twin wheel diesel, 13 seat minicoach, highback moquette seating, 34,000 miles, full cloth interior, front entrance..... **£9,995**
Lease for £56 per week

E REG RENAULT ESPACE, 7 seat, 2000 GTS, people carrier, 6 speed, central locking, power steering, velour interior **£7,995**
NO VAT

C (86) FORD TRANSIT Diesel, 15 seat, twin-wheeler, part exchange, bargain to clear..... **£4,995**

MORE BUSES ARRIVING DAILY PLEASE CALL US WITH REQUIREMENTS

VAT APPLICABLE UNLESS OTHERWISE STATED.
LEASE, LEASE PURCHASE AND FINANCE

☎ Direct Line 021 505 2302

Fax 021 505 1671 A/H (0831) 313169

Showrooms at High Street (Main A41), 127-129 Hilltop, West Bromwich 5 mins off M6, Junc 9 and M5 Junc 1. Open 7 days.
Part Exchange welcome. All vehicles fully serviced. New & Used supplied.
Inspection welcome. We are licensed by the Office of Fair Trading.
Leasing is for Self-Employed and Business users only. Advance payments are variable.

A MEMBER OF THE COMMERCIAL SERVICES GROUP

Cleveland says computer system helped expansion

CLEVELAND Transit says its computer system helped the launch of its Cleveland Coaches subsidiary.

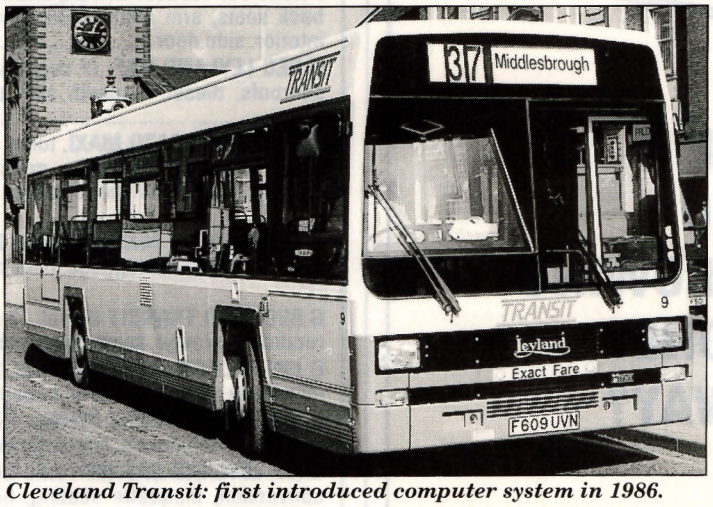
Costs are analysed separately and a new Meridean system gives a direct link from the travel office to the sales ledger for invoicing.

Cleveland Coaches can provide speedy responses to customers requiring quotes for private hire, through a quote analysis module.

Similarly a booking system linking through to vehicle availability information assists planning excursions and private hire.

Transit first introduced a computerised system into its operation in 1986.

However, the off-the-shelf system was found to be too restrictive and soon became the catalyst for a new management information system.



Cleveland Transit: first introduced computer system in 1986.

It was the preparations for the management and employee buyout of Transit which prompted a reappraisal of its needs.

In 1989 it turned to Meridean Information Systems, of Stockport.

Meridean offered a flexible reporting structure and fully integrated system backed up with effective systems support. The full implementation programme is a two-year process, due for completion next April.

Tasks previously taking up to two days now take 15 minutes.

The system is claimed to be user-friendly through the consistent use of function keys and screen windows. It links into other systems applicable to the coach and bus industry, such as the Wooton Jeffries Mirobusman scheduling and the Wayfarer ticket system.

Running on Bull multi-user hardware, under UNIX, Cleveland Transit's system currently constitutes some 14 terminals and four printers.

The company runs 150 vehicles and has 360 employees, including 30 clerical, admin and management staff.

Datacap's handy range

BRITISH manufacturer, Datacap, has launched a comprehensive range of rugged hand-held computers and peripherals designed specifically to perform on-site data acquisition and analysis in harsh environments.

The computer, available in four models, may be dropped from two metres onto concrete or immersed in water without damage to either processor or case.

Its specification compares well with other products currently available, yet Datacap says it is up to 50 percent cheaper.

Close co-operation with the UK distributor of the Psion Organiser, the most widely used non-rugged hand-held computer, ensures the combination of the best Psion features with the robust design.

Peripherals include a rugged printer, contactless charging and data transfer equipment and a range of radio communication devices.

Diamond Edge pack is a jewel

HEWLETT-Packard has a new support package which gives its customers the opportunity to upgrade their standard three-year warranty on PC and peripheral products for a one-off payment of £50.

It is said to counteract declining standards of support as rapidly changing technology puts increasing demands on computer dealers.

Called the Diamond Edge Support Pack, it will use the existing distribution network of dealers to turn a hitherto intangible product like hardware maintenance into a visible, saleable tool to end-users.

Instead of having to try and supply their own support to customers buying HP hardware, distributors are able to sell the Diamond Edge pack. It gives next day on-site maintenance backed by HP's support operation.

The company is expecting a 10 percent boost to its £50 million turnover during the next 12 months by selling its own hardware maintenance.

New package gives users' extra support.

Marketing manager, Bill Hill, said: 'It cuts right through the administrative and bureaucratic tapes with which most, if not all, maintenance contracts and deals are tied, and it relieves the distributor of overheads that in many cases are literally threatening his own business.

'As dealers have found it increasingly hard to keep pace with rapidly changing technologies and growing demands form their business customers, the industry has started to suffer from poor support standards and inadequately trained staff. This meant that when the customer's equipment failed he got poor response and had to tolerate long delays before it was repaired. This obviously hinders business efficiency.'

CTC already works hard to promote the industry

From Gerry Topiol

SIR

Mike Morgan's feature interview with Graham Smith *(Coachmart,* November 14) projects the BCC president as 'a man with a vision' for designating 1992 as 'The Year of the Coach'. Admirable, visionary and positive! But I would like to add that his aims for improving the image of coach travel and tourism is precisely what the Coach Tourism Council (CTC) has been doing over the past two years.

The CTC and the BCC are in open discussion over the 1992 promotion, and through the BCC's Director General, Veronica Palmer (a CTC board member), we receive their full support and co-operation.

Membership of CTC is strong, embracing operators, tourism authorities, attractions, suppliers, hotel groups etc, so far totalling in excess of 100 members. The unity and enthusiasm for promoting coach travel and tourism therefore exists under the auspices of CTC.

CTC has already made significant strides forward with annual consumer promotions similar to that which was discussed in *Coachmart's* 'On Target' page (November 14).

CTC's 'Coaching for Pleasure Day', now in its third year, has shown that such events not only stimulate the imagination of the public, but generate positive local and national media coverage for participating operators and the coach industry. Furthermore, CTC is working closely with the media to boost membership and create wider promotional platforms aimed at heightening travel industry and consumer understanding of the benefits of coach travel and tourism.

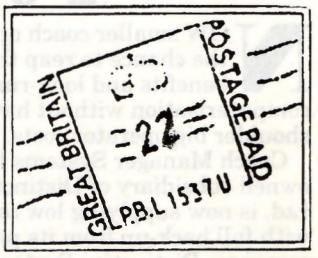
The infrastructure to promote our industry is already in place through the CTC, and we are getting results. Many senior representatives from the coach and travel industry have given up a great deal of time to this cause, and their commitment to CTC is total. The Coach Tourism Council is a PR initiative whose objective is clear; expand the market for the greater profit of all.

As for 1992 and 'The Year of Coach Travel and Tourism', the CTC board and membership are looking forward to working closely with the BCC in promoting the image and profile of our industry.

Information about how to become a member of the Coach Tourism Council can be obtained by writing to: The Membership Secretary, Coach Tourism Council, 2 Sandown Road, Toton, Beeston, Notts BG9 6GN.

GERRY TOPIOL
CHAIRMAN
COACH TOURISM
COUNCIL
15 STATION ROAD
STOKE MANDEVILLE
NR AYLESBURY
BUCKS

Send your letters to:
The editor, *Coachmart,*
EMAP Response
Publishing Ltd,
Wentworth House,
Wentworth Street,
Peterborough, PE1 1DS,
or by fax: 0733 62656



The editor is always pleased to receive letters for publication in *Coachmart* and will, if requested, publish these anonymously. But please attach your name and address for our own information.

Keeping sight of the windscreen dilemma

From Roger Dixon

SIR

Intrigued as I always am to read Markman's observations on our industry, I noted with particular interest his comments on Coach & Bus '91 relating to the positioning of the split in windscreens in new coaches.

Logic demands (he says) that the joint should not be in the line of passengers' vision, but conventional windscreen wipers must still be accommodated; and, sadly, he says he has no answer to the resultant conundrum!

Perhaps I can hearten you by reminding you that the designers of Neoplan's top of the range Cityliner models addressed this problem several years ago by designing a front end, which I am sure you agree, meets your point admirably (as the picture demonstrates).

For any sceptics who may say that the lower screen is still far too big and costly to replace - Neoplan will gladly supply a vertically split arrangement. And if still not satisfied, customers can specify wipers to be fitted to the upper screen as well!

So successful has the Cityliner design proved to be over several years in worldwide markets, that attempts are often made to copy it. Referring to another point raised in the article, yes, 1992 prices for high specification coaches do seem to have increased considerably - and that is presumably why nobody dared advertise them for all to see at Coach & Bus.

I am delighted to say that our new Neoplan Transliner single deck coaches - now in stock - come with a price tag of only £125,000 - including toilet, servery, continental door etc. Transliners have sub-frames and running units identical to the more expensive Jetliners and Cityliners. Whoever thought that you would be able to buy a fully-fledged German-built Neoplan for the same price as a British-built Plaxton?

ROGER DIXON
MANAGING DIRECTOR
CARLTON PSV
SANDBECK WAY
EUROWAY ESTATE
HELLABY
ROTHERHAM

Coach operators should not be scared of computerisation. Software is now available from Coach Manager Systems which is so user-friendly it requires neither training nor previous knowledge. It is so easy to operate it only needs one finger on the key board - and the programs are specially designed to suit the size of your pocket as well as your operation.

COMPUTING PACKAGES FOR SMALLER OPERATORS

NOW smaller coach operators have the chance to reap the full benefits and long-run savings of computerisation without having to shoulder big operator costs.

Coach Manager Systems Ltd, a fully-owned subsidiary of Distinctive Systems Ltd, is now supplying low cost software with full back-up from its parent company. Distinctive Systems has had 10 years unrivalled experience in designing and supplying computer software to coach operators, and has an intimate knowledge of the operational and administrative problems of the industry which is second to none.

Coach Manager Systems could not launch properly developed software at such a low price if the full system had not been developed over the years by Distinctive Systems. The major features found within the larger system have been retained in this special version, but the reduced capacity makes it far more suitable for the smaller operator. Purchase prices are fully redeemable against future full-size programs, so operational expansion and upgrading is flexible and painless.

Private Hire and Contract

Designed for the operator with up to 10 coaches, CMS' smaller Private Hire & Contract software can handle up to 2,000 coach bookings and 25 contracts. It costs just £695 ex-VAT - a fraction of the cost of the full-size system at £2,245. Also on offer is an intermediate system doubling this capacity, capable of handling 4,000 bookings and 50 contracts, costing £995 ex-VAT.

Both systems deal with private hire and contract bookings, from the booking right through to invoicing. As well as more rapid and efficient information entry and retrieval, the system eliminates mistakes and therefore saves both time and money. Facilities include quick hard copy printing for private hire bookings, daily orders, quotations, confirmations, work tickets, invoices and credits.

There is also rapid entry of payments received, an audit list print-out - and financial reports of outstanding debts, invoiced bookings, un-priced bookings, cancelled bookings and detailed or summarised turnover reports. Operators may access information using either a date, name or destination, and an optional link is available with the Sage accounting system.

Tours and Excursions

Down-scaling capacity from its full £2,495 system, CMS' £895 Passenger Booking System handles up to 50 departures and up to 1,000 bookings, with multiple passengers on each booking. It is not only useful for the small operator - but also for the larger operator with a small in-house tour or excursion programme.

The program immediately checks seat and accommodation availability, providing the rapid entry and charting of booking details, and automatically calculates the agent's commission. Other features include an easy and rapid entry of payments received, along with automatic production of sales daybook, cash book, insurance declaration and agent statements - and immediate printing of seating, rooming and pick-up lists.

It also provides a tour performance report with a comprehensive analysis of tours. The system has a client file with past and present details and its agent file monitors their performance - along with a client/agent mailshot facility. The operator is able to design his own single deck seating plans, accommodation titles, resources and costs. The system is restricted to 50 current departures, but closing tours or excursions down after departure allows further tours or excursions to be added. This would make the system of particular use to the operator with a sizeable excursion programme, who only offers for booking a maximum of 50 departures at any one time.

Both the booking system and private hire/contracts system are easily set-up on any IBM-compatible personal computer with a hard disk drive. Each system requires approximately four Megabytes of disk space and a printer capable of providing continuous print-outs.

CMS distributes both packages as an evaluation kit allowing the operator one month's use of the software for only £50 ex-VAT. In this evaluation kit the software is personalised with your company details - and comes with an easy to follow instruction manual and a good quantity of stationery for whichever system has been purchased. Although the kit very nearly installs itself in a couple of minutes, CMS provides as much telephone support as required.

In the unlikely event of the operator deciding against going ahead the software ceases to function. But on payment of the purchase price balance the operator is given a code to continue operation.

Pricing Program

Just launched this month, the new Pricing Program for coach operators costs £249 ex-VAT for a single-user and£349 for a multi-user system. Designed to solve one of the coach operator's biggest

David Matthews' efforts must be continued

From Stuart Johnson

SIR

I read with considerable interest your editorial relating to the departure of David Matthews as chairman of Plaxton plc *(Coachmart,* November 21) and found your comments both worthy and appropriate.

David and I had a discussion only a short while ago regarding the state of the industry and I was fully aware of his hard and, I suspect, frustrating efforts on our behalf, be it manufacturers, dealers or operators, to draw government attention to the serious problems we all face.

If nothing else, I sincerely hope that his continuing influence and input into this area will not be lost as I believe it is critical that continuity in lobbying government must continue unabated. Perhaps this could be achieved through David Matthews staying involved and working with the BCC.

STUART JOHNSON
STUART JOHNSON LTD
BUS & COACH CENTRE
CLAYLANDS AVENUE
WORKSOP

The commissioner is happy with Tachopak

From Pam Erswell

SIR

Following your report in the October issue of *Coachmart* regarding the Charnwood 'blasting' by the West Midland traffic commissioner, we were approached by some of our customers who were worried about the suitability of our own inspection records.

I sent off copies of all our inspection and maintenance sheets for both powered vehicles and trailers, together with a sample of our defect report book, to Mr Mervyn Pugh, the traffic commissioner, requesting his reassurance for our customers that our system is entirely suitable for the ministry's needs.

It may interest your readers to know that the letter I received back said: 'The traffic commissioner is happy with the documents seen and is pleased that you have taken the trouble to seek his advice.'

Perhaps you could forward this information to any *Coachmart* readers who are concerned that they are using the correct records.

PAM ERSWELL
MANAGER
GB TACHOPAK LTD
WILTON ROAD
HUMBERSTON
GRIMSBY
SOUTH HUMBERSIDE

headaches, that of quickly and accurately giving quotations for up to 10 different sizes of vehicle.

It does not determine how the operator should arrive at his price, but allows him to feed in his own formula, which can consist of as few or as many constituents as required - with only Minimum Charge pre-set. The formula can be repeated up to 10 times for each size of vehicle to cover variations such as high and low season, continental, contracts, evening or between school work.

The operator's formula may be structured to include mileage costs, drivers' hours and vehicle rates either daily or hourly - enabling fine adjustments to the formula when any one item is affected. Once the operator's pricing matrix has been entered the system permits the entry of round-trip mileages to-and-from the depot, and additionally any positioning mileage and touring mileage at the destination. There is also an area where a free format of costs, such as entrance fees, parking fees, hotel costs and ferry charges, may be entered and calculated.

With automatic storage of destinations, mileages, and easy updating, the system guarantees that every member of staff will come up with the same price every time - whatever the vehicle or costing criteria. Furthermore, the system may be used on a variety of computer hardware, whether a single-user MS-Dos, Network, or multi-user Xenix or Unix system.

Hardware/software packages

Although the main aim of Coach Manager Systems is to sell its expertly-designed coach industry software, over the years it has found that operators may shy away with doubts and fears about getting the best possible deal with computer hardware. Indeed, there are many operators unable to take advantage of its evaluation packages because they do not possess the necessary hardware.

CMS has offered a software/hardware package with the Epson EL2 computer with a monochrome screen at £1795 for Private Hire & Contract and £1995 for Passenger Booking System. But it has now topped this with an even better deal - and is offering a package at the same price, but vastly upgraded with Olivetti's PCS286 full colour system. Speed of operation is increased from 10 to 16 Mhz, making the Olivetti the fastest 286-processor computer on the market. In fact, it is 15-times faster than the first generation PC.

Computer specification also includes RAM capacity up from 640Kb to 1Mb, a 1.44Mb floppy disk - and its hard disk drive is doubled from 20Mb to 40Mb. The deal also includes an Olivetti DM109 matrix printer including cable; MS-Dos 4.0 operating system; and box of 10 3.5-inch 1.44Mb floppy disks. On top of this the package includes, setting up of the computer, delivery to anywhere within the mainland UK, telephone support and the first years on-site hardware maintenance.

The 40Mb hard-disk drive means that the hardware can take every program CMS sells, including Private Hire & Contract, Passenger Booking, Pricing, Sage Accountant and Autoroute, and still have over 20Mb for word-processing and other office functions. With CMS' upgrading deals, there's no chance of outgrowing the system.

With the High Street price of the equipment and delivery, without setting up, approaching £1,400, the CMS deal without software amounts to £1,100 - representing a discount of 20 percent. Only CMS can offer such an inclusive deal - with setting up and support on top of this.

But don't forget, Distinctive Systems is still supplying software and hardware for the larger operator - with its upgrades and multi-user systems including Compaq hardware. However, the latest CMS package represents a low-cost introduction - and many smaller operators will be able to live with the scaled-down systems for years to come.

Further information
Coach Manager Systems Ltd
14 Clifton Moor Business Village
James Nicholson Link
York YO3 4XG.

Tel: 0904 691599

Judge set high standards

THE death last month, at an early age and after some illness, of His Honour Judge Hampden Inskip has not been recorded by the trade press, so I hasten to rectify that omission.

As president of the Transport Tribunal he had considerable influence on the way in which traffic commissioners kept the industry 'on the straight and narrow.'

Although I never appeared before him, I was once involved in a seminar in which he also participated and, despite the eye patch which he had to wear giving him a rather forbidding appearance, he was charming, courteous and witty.

I understand from both advocates who practice in the tribunal and members of the transport panel, that they too found him to be a man with whom it was a pleasure to work.

His most endearing quality though was his humility. Some people who rise to sit in judgement on others have, or develop, a belief that because the law has vested them with some authority, it has also given them infallible wisdom. This was not the case with Hampden Inskip.

Judge Inskip passed on the benefit of his caring approach to the decision-making which affects lives.

He was, as I know from his own lips as well as from others, always concerned lest he should make a wrong, or unfair, decision.

It was this conversation with him some years ago that helped me, as an employer, to recognise that in the pyramid of human and working relationships I too had power to play God with people's lives - but with it the duty to exercise that power with care. All too often in the interests of the business, other employees, or customers, I have to consider discipline or dismissal of employees.

My natural tendency, I am sorry to have to admit, is to be a bit ruthless, to think that I do know best and, perhaps, to take a blinkered view of the other side of the matter.

This wise judge made me realise that a wrong decision on employment matters did not only risk action in an industrial tribunal - it played havoc with the lives of the individual and his family.

I do not think that I have become any softer as a result of some of his humility rubbing off on me.

It simply made me try and discover the problems in employment matters and then to seek solutions, rather than to only weigh up whether the employee's record was sufficient to warrant dismissal.

I will remember Hampden Inskip for putting these ideas in my head, thereby also passing on to my employees - who had probably never heard of him - the benefit of his caring approach to the decision making which affects people and their lives.

Concentrate on operating

STILL alive, and with a well chronicled departure from the industry, David Matthews too is a man whose ideas and actions will have a lasting impact on the bus and coach scene.

He and I did not always see eye to eye. Yet we both had respect for each others' opinions. He had certainly been a driving force in giving public transport its quite high current place in political debate and I have little doubt that the industry will benefit from that.

I last spoke with him at last month's Coach & Bus '91. He was advancing the idea that operators might do well to move away from their obsession with actual ownership of vehicles and look instead, not even at leasing, but at contract hire.

In this, all the costs associated with ownership together with those for maintenence, are converted into contract payments. The operator has then to only add on the actual operating costs and a profit margin to have a reliable total cost figure which guarantees operational profits.

True to form, I did not wholly agree with him! I can see an attraction in making it easier for operators to do what they (should?) do best - make profits from operating vehicles, without their costing calculations being clouded with the problems associated with vehicle ownership. But I do not like the price of that simplicity. For the historic fact is that all but the idiot fringe of operators have, historically, also seen their capital increase as a result of owning the tools of the trade. I do not care to see that, quite considerable, profit area being taken over by someone else.

However, I do agree with the substance of what he implies in this approach: that many of us do not distinguish in our costing and pricing that, as operators, our prime objective should be to make profts out of actually operating. If there happens to also be a profit to be taken from the capital growth resulting from ownership, that is incidental to what we really should be about.

Unconvinced by profit sharing

ALL staff, and in our case drivers in particular, can make or break a business.

I would not want to work the anti-social hours, or be away from my family, to the degree that I expect drivers to suffer. And, whilst I have plenty of exposure to the antics of the general public, they have to put up with much more of that too.

Yet, for all my appreciation of staff, there is an area of employee benefit which I do not much care for: profit related pay schemes. Am I alone in thinking that, without pay gimmicks, staff should give of their best in order to make the entire business a success - in which they will share, have better prospects and job security?

Isn't this all about creating caring and concerned attitudes in the minds of intelligent people - not dangling tax free carrots to drag donkey-like, unthinking, mentalities along the road desired by the leader, which they lack the wit to follow themselves?

I may change my mind about this. Or, more worryingly, I might even be forced to take a different tack if competition in the labour market or a Chancellor's tax bait compels me to do so. But, for now, it is certainly something I view with caution and will not be rushing forward to implement.

For one thing I have learned over my years as an employer is that, with or without a union, it is easy to give a perceived wage concession, but virtually imposssible to withdraw it. There is, of course, a more fundamental reason too: they will share any profits, but I will bear any losses - not likely!

The high esteem in which I hold staff does not extend to letting them share the rewards of capital investment without bearing the risk.

Weekly report on law and the coach operator by Michael Jewell

Ribble told to pay sacked engineer more than £8,000

A DEPOT engineer sacked by Ribble Motor Services got £8,240 compensation from the company after a Manchester industrial tribunal decided that he had been unfairly dismissed.

The tribunal was told that Alan Graves had been summarily dismissed last December from his post as depot engineer at the Chorley depot.

Ribble maintained that between mid-1990 and September 25, 1990, Mr Graves received a series of verbal warnings in respect of poor work performance, before the issue of a written warning, while depot engineer at Blackburn and Clitheroe.

Mr Graves denied ever receiving verbal warnings and the tribunal accepted that he had not had any formal verbal warnings.

However, it was satisfied that he was told of the unsatisfactory state of the presentation of vehicles for annual test and about poor levels of cleanliness on September 25.

On October 5, Mr Graves was called to a meeting without being told that it was a disciplinary meeting. He was told that he had been spoken to on many occasions about the cleanliness of the vehicles, and that he could either agree to be transferred back to the smaller Chorley depot, from which he had been promoted, resign, or be dismissed. He agreed to be transferred to the Chorley depot.

Ribble Motor Services: tribunal accepted that engineer never received any formal verbal warnings.

In December, management carried out a check of the Chorley fleet. A number of the vehicles were not clean and it was discovered that vehicles were not being presented for annual test on time. Mr Graves claimed the problems were due to a shortage of staff, something that was not accepted by the company. The following day a vehicle from the Chorley depot failed its annual test because of faulty brakes.

On December 11, Mr Graves was called to another meeting by the operations engineer, a Mr Threlfall. Again he was not informed that it was a disciplinary meeting. Mr Graves was told of the vehicle failing its annual test, that the cleanliness of the vehicles was of an unacceptable standard, and that he was being dismissed. He subsequently received a letter, informing him that he had been dismissed due to gross negligence, and which said that there had been no signs of improvement after the matters complained of had been brought to his attention.

Prior to receiving that letter Mr Graves had understood that he was being dismissed with notice, and he was unaware that his dismissal had been a summary one.

The tribunal said it was satisfied Ribble believed that Mr Graves was not capable of carrying out the work for which he was employed. However, it was also satisfied that at the time the company did not have reasonable grounds for that belief because it had not conducted a reasonable investigation.

Prior to his dismissal Mr Graves had never been the subject of any disciplinary proceedings in respect of his conduct or work performance.

He had 20 years' service, passing through an apprenticeship with Ribble, and been promoted to various posts. When he had been criticised by management about the failure to present vehicles for annual test on time and about the cleanliness of the vehicles, he had stated that they were due to inadequate numbers of staff.

The company's management had not investigated whether that explanation was valid. That was not the action of a reasonable employer. Neither had the company complied with the provisions of its own disciplinary procedures applying to managerial staff such as Mr Graves.

When he attended the meeting which resulted in his dismissal he was not given the opportunity to answer the criticism.

PSV licence offences cost operator £8,300

USING another operator's PSV operator's licence after having had his own revoked cost Robin Flint, who traded as County Travel, of Brighton, £8,300 in fines and costs.

Mr Flint, of 23 Charlotte Street, pleaded guilty before Brighton magistrates to six offences of using a PSV operator's licence disc with intent to deceive, to six offences of using a vehicle without a PSV operator's licence, and to two offences of failing to produce tachograph records.

Prosecuting for the Department of Transport, Dominic Dudkowski said that after having his licence revoked on maintenance grounds by the South Eastern traffic commissioner, Mr Flint acquired a DAF double-decker and had it specified on a number of other people's PSV operator's licences.

Magistrates were told that Robin Flint had previously been fined for similar offences.

Latterly, the vehicle was specified on a licence held by Dorking-based Peter Ellis, who was paid five percent of its earnings.

The court heard the double-decker was used on work for National Express, travelling up and down the country.

Mr Dudkowski said that Mr Flint had previously been prosecuted for similar offences before Lewes magistrates, when he was fined a total of £1,000 with £500 costs.

The magistrates fined Mr Flint a total of £6,300 and also ordered him to pay to pay £2,000 prosecution costs.

Weekly report on law and the coach operator by Michael Jewell

Operator blames sons for problems

KEITH Brown, who trades as Keith's Coaches, of Dowlais, claimed that he had been let down by his sons while away from the business due to ill health, when he appeared at a Cardiff disciplinary inquiry.

Adjourning the proceedings for a week, and suspending the licence apart from authorising the continued operation of those vehicles which had successfully passed a recent MoT test, Mervyn Pugh said it might be helpful if Mr Brown's sons appeared at the adjourned hearing so that they could see what a mess they had got their father into. It was perhaps easier for him, the traffic commissioner, to tell them off than their father.

For Mr Brown, Norman Lloyd-Edwards said that prohibition notices had been imposed on his vehicles in July and August 1990, and again in July of this year, when Mr Brown, who suffered from diabetes, was away from the business while ill.

Commissioner said it was probably easier for him to tell sons off than their father.

His two sons, one a driver and the other a fitter, had been left in charge. It appeared they had concentrated on their normal jobs and had failed to carry out the maintenance programme.

Captain Lloyd-Edwards said that every driver had received a letter regarding the reporting of defects two years ago, and on his advice reminders had been sent out which had been signed by the drivers. Further letters had been sent to the fitters and panel beater.

Adjourning the hearing, Mr Mervyn Pugh said he hoped Mr Brown 'read the Riot Act' to his sons.

He advised him to send his fitters on a Department of Transport Vehicle Inspectorate course in Bristol, which would cost up to £800, and to consider joining the Freight Transport Association whose inspection service would ensure his fitters were doing their jobs properly.

'The last thing I want to do is to take someone's livelihood away,' said Mr Mervyn Pugh. 'It not only spoils their lives, but also the lives of many more people. But there are times when I have to do it.'

Aantelope runs into trouble

THE four-vehicle PSV operator's licence held by William Moore and John Verge, trading as Aantelope Travel, of Sandwich, Kent, has been revoked on maintenance grounds by South Eastern and Metropolitan traffic commissioner, Brigadier Michael Turner.

Department of Transport vehicle examiner, James Clarke, told an Eastbourne public inquiry that two vehicles presented for annual test in April had failed because of numerous defects. As a result, he was instructed to carry out a maintenance investigation, during the course of which two further vehicles were prohibited.

Brigadier Turner pointed out that four days after the date of the letter calling the firm to the public inquiry, another of their vehicles not only failed its annual test but was given a prohibition notice for four defects.

Brigadier Turner felt there was a real risk to the public and so had no alternative but to revoke the licence.

Subsequently, another vehicle belonging to Aantelope Travel was inspected in a random roadside check and given an immediate prohibition notice for four items.

Mr Moore said that the firm was involved in the hotel and travel business. It had relied upon a transport manager who had since been dismissed. He accepted little attention had been paid to the condition of the vehicles.

Brigadier Turner said that he could not find that either of the partners met the requirement to be of good repute when they had clearly failed to take a proper interest in the way the firm's vehicles were maintained. That had led to prohibitions being issued.

The partners had clearly failed to live up to their statements of intent - that their public service vehicles would be kept in a fit and serviceable condition - made to obtain the licence.

He felt there was a real risk to the public, and accordingly he could see no alternative to revoking the licence.

Couple fined for tacho and hours' offences

LINDA Baddeley and Alan Eardley, who trade as Eurotrek, of Leek, were ordered to pay fines and costs totalling £1,380, after admitting a series of drivers' hours and tachograph offences before the town's magistrates.

Both pleaded guilty to four offences of permitting three drivers to fail to use tachographs and to take insufficient rest.

In addition, Mr Eardley pleaded guilty to three offences of the unlawful use of tachographs.

The prosecution withdrew a further 23 allegations that the partners had permitted drivers to fail to keep a manual record and to exceed four hours' driving without taking the required breaks.

Prosecuting for the Department of Transport, Michael McKnight said that a lot of the allegations that had been withdrawn related to failures to keep a manual record of the journey.

The drivers were taken to meet their coaches at various times. The prosecution's contention had been that that part of the journey should have been classed as other work and manually marked on the tachograph.

However, in a recent case before Eccleshall magistrates the court ruled that a driver was only required to keep a tachograph from the time he started driving.

Consequently, it was felt inappropriate to continue with those matters. The other matters withdrawn related to borderline cases and the benefit of the doubt had been given to the defendants.

Mr Eardley was fined £840 and Ms Baddeley £480. The magistrates ordered them each to pay £35 towards the costs of the prosecution.

Weekly report on law and the coach operator by Michael Jewell

Tribunal throws out claim

A GLASGOW industrial tribunal has rejected a redundancy claim against Girvan bus operator, J McNair & Son, after concluding that the contract of employment of the driver concerned had become 'frustrated'.

Lawrence McCrindle had claimed that he was entitled to a redundancy payment following his dismissal by the firm at the end of May. However, McNair's contended that there had been a break in Mr McCrindle's employment between February 1989 and April 1991, and that when he commenced employment at the beginning of May it was as a new employee. The company argued that his contract of employment had become 'frustrated' due to his length of absence as a result of ill health.

Evidence was given that Mr McCrindle was employed by the firm as a bus driver in November 1983.

In October 1988 he had gone for a routine check-up in connection with his PSV driving licence. That revealed that the sight of one eye had deteriorated. He continued to work until February 1989, when he entered hospital for surgery and his PSV driving licence was suspended by the Scottish traffic commissioner until such time as he could satisfy him that his sight had recovered. The firm's proprietor, James McNair, was fully informed about the position and he said that when Mr McCrindle recovered he could resume his employment.

Thereafter Mr McCrindle went through a complicated series of operations, and in May 1991 his sight had improved to the extent that he was given back his PSV driving licence. By that time, two years and three months had elapsed from when he first went sick.

Mr McCrindle said he accepted it was an essential condition of his employment that he hold a PSV driving licence. He had kept in touch with Mr McNair, who always assured him that his job would be there when he was fit. It was for that reason that he regarded his employment as continuing during his absence. He admitted that when he had been off sick previously he had received his full wages, whereas this time he had only received statutory sick pay for 28 weeks and that thereafter he had gone on to invalidity benefit. He agreed he had not received any holiday pay or any communication from the firm indicating that it still regarded him as employed. Equally, said Mr McCrindle, he had never received a P45 or any communication from the firm that indicated his employment was terminated.

The tribunal said that in all the circumstances it concluded that the contract of employment was frustrated by Mr McCrindle's inability to carry it out. Consequently, it was satisfied there had been a break in the continuity of employment.

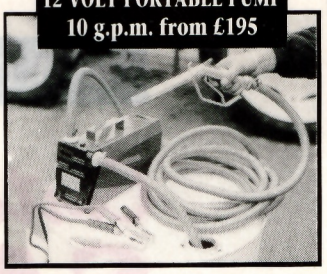
FUEL CONTROL

SAVE MONEY
A 10 or 16 gallon per minute pump costing £290 or £405 respectively will reduce your refuelling time by at least 50% and most likely pay for itself in the first season

SAVE TIME
Fill a 60 gallon tank in 4 or 6 minutes with a choice of 2 pumps

SAVE SPILLAGE
Our mains pumps are supplied with full automatic shut-off nozzles. No more "wood in the trigger trick" and returning to find the yard awash!!

12 VOLT PORTABLE PUMP
10 g.p.m. from £195



220 VOLT PUMPS
10/16 g.p.m. from £290

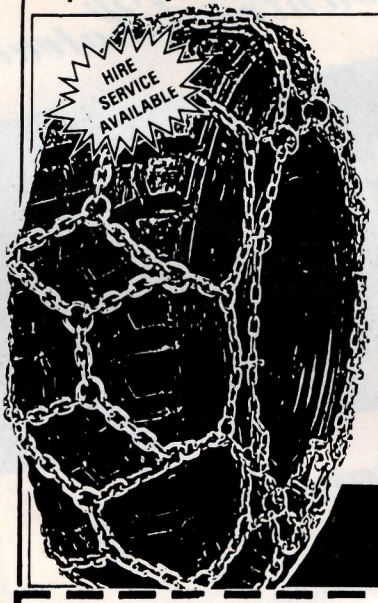
50% OFF Flow Meters when purchasing any fuel pumpkit before Dec 15th SAVE £56

All prices subject to carriage and VAT

STAMFORD International
Barnack, Stamford,
Lincolnshire, PE9 3DY
Fax: 0780 740460

TEL: 0780 740400

weissenfels®
probably the world's easiest fitting snow chains.



DON'T GET CAUGHT OUT THIS WINTER! CONTACT US NOW...
Tel: 0732 884408

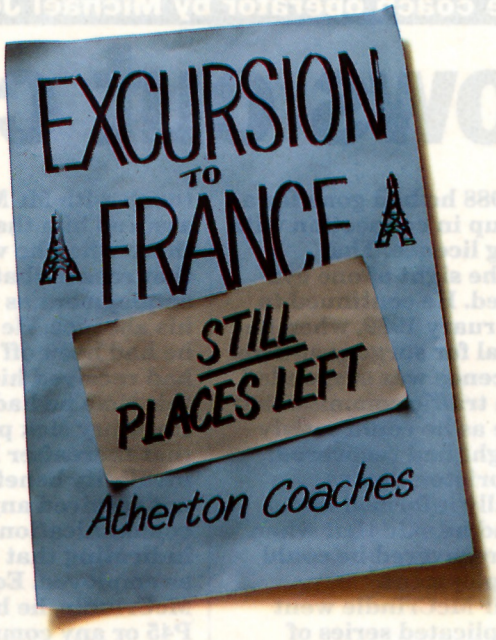
ALL SIZES EX STOCK
SEND NOW FOR COLOUR DETAILS ON THE FULL RANGE OF WEISSENFELS SNOWCHAINS

To: Snowchains Ltd, Bourne Industrial Estate, Borough Green, Kent TN15 8BG Tel: 0732 884408

POST COUPON OR TELEPHONE 0732 884408
CM 28/11

NAME:
COMPANY:
ADDRESS:
POST CODE:

weissenfels



What difference does it make which ferry you book?

Quite a lot actually. Because, when you choose Sally Ferries, you get more than a smooth trip across the Channel.

Our free Customline package means you can organise your excursion in the most professional and profitable way.

For a start, we'll print 5-colour posters and 250 brochures advertising your business.

We'll arrange the bookings for you, giving you a choice of quality hotels – at discounted overnight rates.

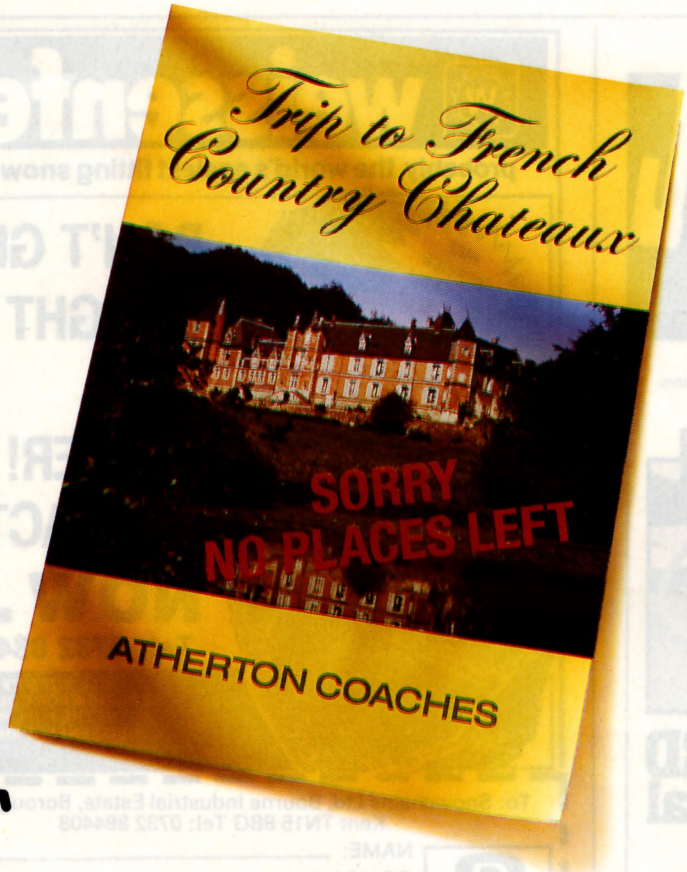
We'll provide clear directions to your destination, tourist information and suggestions for the itinerary.

In fact, if you like, we'll drive the business for you, while you drive the coach.

Of course, your passengers will appreciate the relaxed drive to Ramsgate. Where you won't find bumper-to-bumper queues.

On board, the journey is just as civilised and restful. Arriving at Dunkerque, 150 minutes later, you're straight on to the autoroute.

Call us today. You'll discover what a difference we can make to your Continental excursion business.



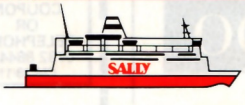
PHONE FREE 0800 636465.

Customline
SALLY
FERRIES

BUS & COACH COUNCIL MEMBER

Coaching for Britain
COACH TOURISM COUNCIL

RAMSGATE

Discover the  *difference*

DUNKERQUE

Service name-change works a dream for Fylde

AN IDEA dreamed up by Fylde Blue Buses' operations director has resulted in an international award for tourism.

Fylde's Michael Morton changed the name and type of service offered by the municipal's promenade route, dove-tailing it into discount vouchers for Blackpool Pleasure Beach theme park.

'I came up with the idea of changing the name of the service to the Rollercoaster Route one wet day while driving down the promenade with the wife and kids,' Mr Morton told *Coachmart*.

'After I'd approached Blackpool Pleasure Beach to ask if I could use the name and the rollercoaster logo, we came up with a joint offer to promote the buses and the theme park.'

Brass Ring Award honours for Blackpool bus service.

Passengers were asked to save four tickets and redeem them for a voucher, which discounted rides at the Pleasure Beach by £1 and the Hot Ice show by £2. And holidaymakers were attracted to the buses in their thousands.

'Last season we handed out a quarter of a million vouchers,' said Mr Morton.

Buses used were seven ageing Atlanteans, four of which were converted into semi open-toppers, and all reliveried at minimal cost: 'They are good workhorses for this kind of thing,' said Mr Morton.

Blackpool Pleasure Beach estimates the scheme generated £42,000 in turnover, with ticket sales increasing by a massive 35 percent. In all, half a million bus journeys were made, earning the theme park an IAAPA Brass Ring Award runners-up prize for Point of Sale advertising.

So great was the success that Blackpool Pleasure Beach is expecting to double the number of bus passengers next year.

Mr Morton is keeping the deal under his hat until signed, but said: 'There will be some changes for the better, including a much improved offer.'

White Cliffs is a great experience

THE English Tourist Board has given its Visitor Attraction of the Year Award to the White Cliffs Experience in Dover.

The 1991 England for Excellence Awards named the Chewton Glen Hotel at New Milton, Hants, as hotel of the year, and top tourist destination as south Somerset.

Information centre of the year was Pickering, the tourism and the environment award went to Pensthorpe Waterfowl Park, Norfolk, and the Tourism for All Award to Yorkshire Mining Museum. Drusillas Park, East Sussex, gave the warmest family welcome and top beach was the Blue Flag sands of Lowestoft South Beach.

Accolade for driver Brian

COACH driver, Brian Sellars, was last week runner-up in a nationwide competition to find the most helpful person in tourism for the disabled.

The Holiday Care Service Awards, presented at the World Travel Market this week, saw Cambridge Coach Services driver Brian highly commended by judges for the way in which he handled a tour to Germany.

'Despite having no experience at all of working with disabled people, Brian drove a coach party to Germany and by listening and learning, gave the group their best holiday ever,' said a spokeswoman for the HCS.

'A volunteer for this special trip, Brian impressed the group leaders with his concern for detail and professional attitude. He opted to become fully involved with the group rather than being just a driver.

'He took part in all the activities, with a warm and caring personality, being one of the group without taking over.'

The accolades came from the 24 young people - many without disabilities - from the Youth and Community Office in Colchester.

They enjoyed the facilities of Cambridge Coach's Volvo Van Hool Alizee vehicle with rear hydraulic lift during their 10-day break.

Brian (34) told *Coachmart:* 'I enjoyed every minute of it. It was something different and I must say I had a good time. I'd never done anything similar, although I did take a team of nurses to Romania - part of a fund-raising idea which my firm was involved with.'

The award winner in Brian's class was Isold Rothery, the rooms division manager for the Copthorne Effingham Park Hotel, West Sussex.

Top hotel was the Westwood Country Hotel in Oxford, and top attraction Marwell Zoo at Winchester.

DENBY POTTERY VISITORS CENTRE

SHOPPERS SPECIAL

(Special Christmas Offer to Groups, Minimum 15)

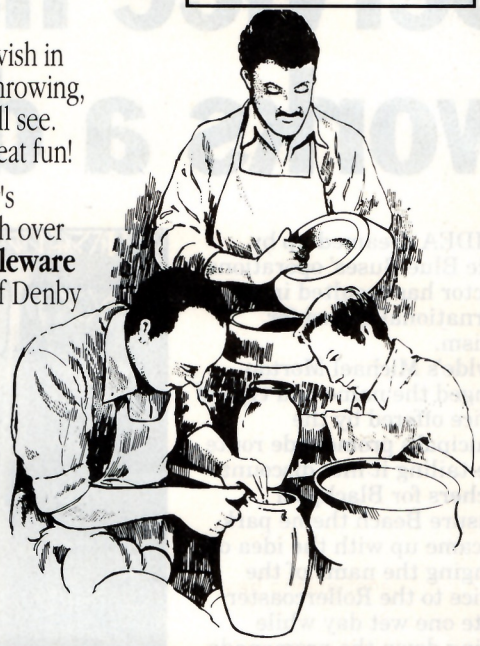
£2.50
P.P. INCLUSIVE OF LUNCH.

THE DENBY POTTERY COMPANY LTD 1809

Are you looking for a day out with a difference?

Why not combine a visit to the Denby Craftsmans Workshop with the opportunity for Christmas Shopping at our famous Factory Shop, open 7 days per week.

Tour the factory with our experienced Denby Guides and spend as long as you wish in our Craftroom. Skills used by our Craftsmen in the 1800's are still in use today - throwing, turning, handling, glazing and hand decorating are but a few of the crafts you will see. Visitors are encouraged to 'have a go' at painting a plate or making a frog - it's great fun!



After relaxing over a cup of tea with a festive offering of hot turkey roll or Denby's homemade mince lattice tart and fresh cream, why not visit our Factory Shop with over 2,000 square feet simply bursting with bargains, including the **Great Denby Tableware Exchange**, £1.50 is offered for every item* you trade in towards your purchase of Denby Tableware, plus a **Pre-Christmas Special** offer on Giftware.

Book now - only £2.50 per person inclusive.

NB Menu Choice of either hot turkey roll or homemade soup followed by mince lattice tart and fresh cream.

To book please telephone the Tour Office on 0773 743644 - 7 days per week.

For further information and latest update on Factory Shop special offers please contact The Denby Factory Shop on 0773 570684 7 days a week.

Details correct at time of going to press. * Cup and saucer equals one item.

DENBY FACTORY SHOPS

THE DENBY POTTERY COMPANY LTD 1809

TABLEWARE EXCHANGE

4th Nov - 1st Dec

£1.50 for each item of old tableware returned when you buy new Denby. All proceeds from sale of old pottery to Save the Children.

PRE-XMAS GIFTWARE

2nd Dec - 24th Dec

50% off selected giftware (slight seconds) – Available first time ever seconds quality in Damask.

WINTER SALES

27th Dec - 2nd Feb

Boxed sets of tableware at unrepeatable prices.
Available sale periods only.

Details correct at time of going to press. Cup and Saucer count as one item in tableware exchange

Rotary jamboree boost for Glasgow

A STAGGERING 25,000 Rotary organisation delegates will be attending one of the biggest conferences ever staged in Glasgow.

Operators looking for the contract of a life-time need not hold their breath - the Rotary International Convention at the Scottish Exhibition and Conference Centre doesn't take place until 1997 - but the event is expected to inject around £20 million into the local economy when it happens.

'The convention, the largest ever to come to Scotland with over half the delegates travelling from the USA, Japan and Germany, can be seen as a vote of confidence for all the effort expended in Glasgow in recent years,' said Ron Roy, chief executive for the Greater Glasgow Tourist Board.

He said negotiations have taken two years, and the remaining details for transportation and accommodation were still taking place.

Granada tour is just up your street

GRANADA Studios is offering visitors the chance to meet a Coronation Street character in a deal arranged every weekend for a month starting in January.

From January 4 to February 9, one of the cast will be on hand during the Granada Studios Tour to talk to groups. Rates of £6.95 for adults, £4.75 children, are unchanged for the month.

The hugely popular attraction says space will be limited.

And since the offer has been made by post to thousands of social club organisers, it would pay to book soon.

Full details of the Granada Studios Tour are available by phoning 061 833 0880.

Brenda makes the news

A PICTURE in *Coach Tours and Excursions* got Yateley Travel director, Robin Grieve, on the phone to *Coachmart* within minutes.

For the photo of his unusual Reeve Burgess Harrier coach disembarking from a Red Funnel ferry was of his wife, Brenda, starting her first-ever, one-woman tour.

'I realised what the picture was the moment I saw it,' said Mr Grieve. 'You can just make out Brenda in the driving seat.'

The photo had been taken by Red Funnel Ferries, purely by chance, during a promotional shoot: 'We are actively trying to step up our service to coaches, and that's why the picture was taken,' said a Red Funnel spokesman.

'I will gladly send a copy of the picture to Mr Grieve as a memento.'

Brenda had by that time held her PSV driving licence for two years but had never driven a tour unaccompanied. She got her chance when a tour of the Isle of Wight came up.

The picture that sparked Robin's phone call.

It wasn't only Brenda who claimed 'mission accomplished' on her return. The coach - fully seat-belted and with reduced seating - had its sceptics when it first went into the Yateley fleet, but has done an admirable job.

'I won't say we haven't had any trouble with it, but overall it has been very good,' said Mr Grieve.

'It has 160,000 km on the clock, much of which has been built up on the continent, and for that mileage I really can't complain.'

Penshurst is the place to be

KENT stately home, Penshurst Place, is to open to the public seven days a week for the 1992 season.

New business manager, Adrian Gilpin, has instigated the extension of catering facilities and the venture playground, together with better signage in the house itself.

Opening time for the grounds is now earlier, at 11 am allowing visitors to take to the new nature trail before the house opens at 1 pm. An arboretum is being planted to commemorate the former Viscount De L'Isle.

'We are now working on a new marketing approach for Penshurst, which will maximise on our existing attractions including the house, toy museum, venture playground, countryside exhibition, Sidney family exhibition and home park, while focussing more attention on the gardens,' Mr Gilpin says.

The group market is being carefully targeted, and the situation near Maidstone makes the venue attractive for cross-Channel coach parties.

Charges for 1992 are £3.50 adults, £2 children, including group discounts. The house opens on April 1.

Details of the attraction are available from Penshurst, on 0892 870304, Fax: 0892 870866.

Campanile breaks new ground

FRENCH hotel chain, Campanile, has broken the ground for its latest hotel... deep in the heart of Yorkshire.

Having already built 11 Campanile Hotel Grill establishments, the firm is expecting to double its hotels in 1992 with premises at Wrexham, Wakefield, Dartford, Ellesmere Port and Scunthorpe among others.

Chief attraction will be the fixed-price menus, starting at £7.80, and room rates of only £34 a night at individual rack rate.

Right: Mayor and Mayoress of Rotherham, Councillor Hartley and his wife, see the first soil turned by Christophe Budin, of Campanile (top right), and Ken Morland, managing director of construction company, Cruden.

NOW AND FOREVER

CATS

SEE US AT WTM ON STAND No. 9858

RING DEBBIE ON 071-405 1567 OR FAX 071-831 5487

A WINTER WONDERLAND IN

LONDON

9 DEC '91 – 29 FEB '92

3 Star hotel from only **£16.25pp**

Superior 3 Star hotel from only **£19.00pp**

LONDON HOTELS & TRAVEL SERVICES

... the only agent you'll ever need for London

LONDON HOUSE
19, OLD COURT PLACE, LONDON W8 4PL

TEL: 071-938 5344

• PARC GWLEDIG •

FALCONRY DISPLAY
New Feature for 1992 Magical History Tour

HEN BLAS

• COUNTRY PARK •
and
ADVENTURE LAND

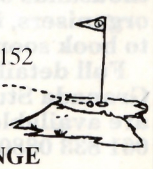
ANGLESEY

Tour one of Anglesey's most historic houses and gardens.
The park offers fun for all the family, the combination of covered areas and wet weather activities making it an ideal place to visit at any time.
The park's 230 acres boasts a variety of attractions:

- Shire horse working displays
- 18th century tithe barn
- Massive indoor children's Adventureland, biggest in N. Wales
- Woodland Workshop
- Cart, Tractor rides
- Falconry Displays daily
- Tea Room & Gift Shop
- Audiovisual theatre
- Self-guided nature trail
- Neolithic burial chamber
- Pets Corner and animal pens
- Working Smithy display
- Picnic site

• *Reduced Rates for Groups*

You will find us one mile off the A5 on the B4422 to Bodorgan, Isle of Anglesey. Telephone: (0407) 840152



PLUS FLOODLIT GOLF DRIVING RANGE

SPECIAL COACHMART FEATURE

Part two of *Coachmart's* German fact-finder goes into Bavaria

Regensburg is the jewel of East Bavaria

REGENSBURG is undoubtedly one of the most beautiful cities on the Danube yet one of the least 'discovered' by UK coach operators.

Its rich history goes back well beyond a huge Roman walled city which brought wealth to Regensburg, and the depth of its culture is revealed in every building. It is a breathtaking centre from which your tours can explore Eastern Bavaria.

In common with many German cities, the old quarter is being sympathetically restored to glory despite retaining most of its architecture - even a portion of Roman wall on which rich Medieval merchants have built their own houses. This is a sightseers paradise, with a surprise around every corner of its narrow streets. There's never the impression that the guidebooks are preserving and enhancing the history, because the artefacts live up to their promise.

The character of the city is its quaintness. There's plenty of grandeur, too, but the vast numbers of tall, terraced houses which lean into the cobbled streets give it a small-town feel.

There's plenty within Regensburg to see, and a great deal to do. Your clients can take a boat trip on the Danube - about £2.50 for an hour - or shop for souvenirs. There are plenty of bars and restaurants.

It is almost impossible to take in all of the history of Regensburg without a guide. Guided tours are around £1 a head for 90 minutes, but groups must be 30 or fewer.

Unmissable is a booking at the Historiche WurstKuche - the old sausage kitchen. This odd little building on the banks of the Danube is often actually IN the Danube when the river floods! The rest of the time its proud boast is that it is the oldest fast-food restaurant in the world. The food is white sausages grilled over charcoal with sauerkraut and a beer... delicious.

Within the old city there are a number of merchants' houses which seem out of keeping with the region. The styles were borrowed from wealthy Italian merchants, - huge square courtyards and open staircases.

During our visit, we stayed out of the old city at the 144-bed Hotel Am Sportpark. This modern hotel is part of a sports and leisure complex on the outskirts of town - a good bus ride away.

It has excellent rooms but no bar or restaurant of its own. These are situated a very short walk away alongside a pool and ten-pin bowling hall. The Singapore Bar - the only one - is patronised very heavily by teenagers and may not be comfortable for older clients. The restaurant is, though, very good.

There are a number of alternative, and more expensive, hotels closer to the city. We took a look inside the 70-bed Hotel Munchner Hof. It's in the pedestrian zone of the city centre but only 50 yards from a set-down point. It has no coach parking. Nonetheless, it has real character and well-furnished rooms and is blissfully quiet.

As a touring base, Regensburg is very good. Aside from attractions mentioned elsewhere in this issue, there's the original Valhalla, six miles from the city. This marble temple built by King Ludwig 1 in the 18th Century follows the design of the Parthenon in Athens, and is filled with busts of the famous in German history.

Regensburg Tourist Office, Tel: 010 49 941 507 2143, Fax: 010 49 941 507 2022. Hotel Am Sportpark, Tel: 010 49 941 40280, Fax: 49172. Hotel Munchner Hof, Tel: 010 49 941 58262/63, Fax: 010 49 941 561709.

Glassworks is a clear winner

SET DEEP in the Bayerische Wald forest, East Bavaria's most famous industry is one of few factory enterprises which has left few scars on the landscape.

Glass making has been the traditional crafts since the 14th Century, sited in the Bayerische Wald simply because it holds two of the essential ingredients of glass - quartz silica sand and wood, needed to smelt the mixture.

Glassworks and exhibitions, glass museums and shops are dotted throughout the region, making it possible to run a full day's themed tour taking in several attractions. In addition to the sight-seeing aspect of such a tour, it's an ideal opportunity for clients to pick up souvenirs, which are very reasonably priced.

We visited just one attraction, the Weinfurtner glassworks at Arnbruck, set on a picturesque hillside surrounded by pine forests. The family-run factory is itself an attraction - a lovely traditional wooden building.

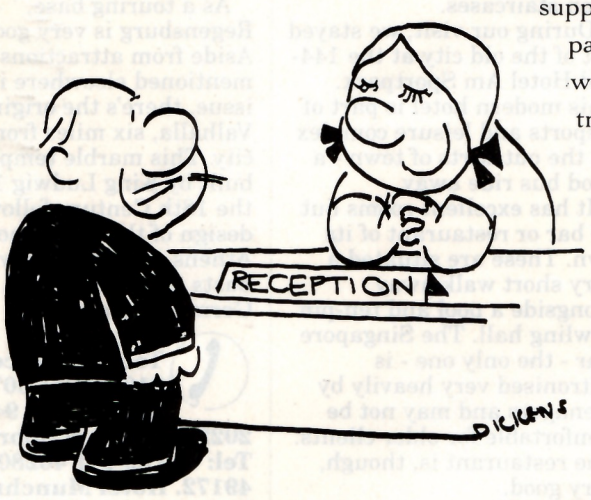
A full tour and lunch at Weinfurtner - which must be pre-booked - takes around two hours, including a trip round the factory shop. This could be stretched to three hours quite easily.

The free glass-blowing demonstration was

Turn to page 35

Glass blowing: Even punters get a go.

Friendly by name. Friendly by nature.



They've been to the ruined castle where Henry VIII's supposed to have stayed. They've seen the lions at the safari park. They've done the coast and toured the dales. Now you want something a bit different to tempt your group travellers.

Enter Friendly Hotels.

You'll find us welcoming and surprisingly affordable. But best of all perhaps you'll find Friendly Hotels are perfect for a weekend away with a difference. Check out our 'Game for a Change' breaks for instance. A couple of days doing the Shires was never like this. Guests can go ghost hunting or attempt to unravel a murder mystery, they can pretend to be Perry Mason in a courtroom drama or try a spot of laser clay pigeon shooting.

It's fun for everyone and great for groups.

Group rates start from just **£22.50** net per person per day, including full breakfast and a 3 course dinner with coffee - theme arrangements extra, according to choice.

For details of our group rates, a copy of the Theme Breaks brochure or immediate reservations call Jane Parker today **FREE** on

0800 269228

We'll also tell you about free inspection visits for group organisers.

22 PRIME LOCATIONS PREMIER 3 STAR HOTELS ALL ROOMS HAVE TV, DIRECT DIAL TELEPHONE AND HOSPITALITY TRAY INCL TEA & COFFEE MAKING FACILITIES 'PREMIER PLUS' UPGRADE AVAILABLE FOR FINEST ROOM WITH MINI BAR, TELETEXT TV, TROUSER PRESS ETC. HOTELS OFFER EITHER THEIR OWN LEISURE CENTRE WITH INDOOR POOL, FULLY EQUIPPED GYM, SAUNA AND SOLARIUM, OR A MINI GYM.

☆ ☆ ☆

IT PAYS TO STAY FRIENDLY

Friendly HOTELS

England Birmingham Burnley Daventry Eastbourne Hull London Milton Keynes Newcastle-Under-Lyme Northwich Norwich Nottingham Tyne & Wear Walsall Welwyn **Scotland** Ayr Edinburgh Falkirk Glasgow Perth **France** Caen Normandy **Denmark** Copenhagen

Bavarian glass factory is entertaining

Continued from page 33

very entertaining, a couple from the group being given a chance to try their hand with the blowing irons. From there, groups can make their way either to the shop or to the balcony restaurant overlooking the glass-blowing.

We enjoyed a lunch of pig's knuckle, sauerkraut and potatoes - much more appetising than it sounds - which we were told was under £3 a head. It was very good value. Inevitably, beer accompanied the lunch, and folk music played on a zither created a local atmosphere.

The factory shop was equally good, the assistants being very helpful and the wide range of goods on offer including Meissen pottery. This trip is highly recommended though, again, coach parking was a little difficult.

Useful phone numbers: Full details of all glasswork attractions from Regensburg Tourist Office, numbers elsewhere in this feature.

Weinfurtner glass factory, Tel: 010 49 9945 414, Fax: 010 49 9945 444.

Glass factory shops were reasonably priced with a wide selection of goods from local glassware to Meissen pottery.

Germany takes its tolls - says Eavesway director

EAVESWAY director, Mike Eaves, says operators can bank on paying around £4 a head in road tolls to reach Bavaria.

'Of course, there are a number of routes you can choose, from the short sea crossing from Dover to Calais, through Belgium or through Holland,' said Mr Eavesway 'There are pluses and minuses for every route.'

For the passenger, the plus for taking the 90-minute sailings is that, in bad weather, there's less discomfort to suffer. But on a long sea crossing, it's possible for both passenger and driver to catch up on some rest. If your tour is heading south-east into Bavaria, there's a lot of driving awaiting them on the European mainland.

From the operator's viewpoint, there are road tolls and ferry costs to be taken into account. It's a financial juggling act.

'Getting through borders and tolls is no problem,' said Mr Eaves. 'Border guards and the like are all the same... they understand English but can't speak it!' he joked.

Operators pay German tolls according to their anticipated mileage. The risks in lying about this are the risks you'd expect... and German police dish out hefty roadside fines for most offences including speeding.

Tempo 100 certificates are well worth having, bumping up motorway speeds from 80 kph to 100 kph - 25 percent faster. The qualification takes into account such things as ABS, seat belts and driver screening.

Fuel prices are, if anything, lower than in the UK. Most petrol stations and motorway services have a dedicated heavy vehicle derv pump.

German services make a refreshing change from the UK's: 'They tend to be smaller but there are more of them,' said Mr Eaves.

'They are generally of a good standard. Many of those in southern Germany have toilet drop points, and more are being added every year.'

● The Groupways route left the UK aboard Sealink Dover-Calais and entered Belgium via Lille.

The remainder of the route was: Namur, Liege, Aachen, Bad Soden, Frankfurt, Nuremberg, Regensburg, Deggendorf, Arnbruck, Regen, Regensburg, Nuremburg, Konigswinter, then back over the border into Belgium via Cologne and Aachen and home.

Calais to Calais, distance travelled was 2,400 kms, 1,780 of which were in Germany. Eavesway's DAF SB3000 Van Hool Alizee DH vehicle - which gave no trouble - used 920 litres of derv over the entire trip (3,619 kms); a return of 11.15 mpg.

Tolls for the 1,780 kms in Germany were 0.7 pfennigs per passenger kilometre - for our party of 19 that was 237 DM, around £81. Belgian tolls were 300 BF each way.

Health market could open up

WHATEVER ailments your clients might have, you can bet that Bad Soden has some remedy.

The spa town just a stone's throw from Frankfurt offers a little more than just mineral water. It's home to fine wines, too, so even if the blues is the problem, it has the cure.

Groupways selected the superb Parkhotel in Bad Soden to demonstrate what can be provided by this very upmarket health resort. It's not cheap but the hotel is in the top of its class and sited right next door to a picturesque park.

Bad Soden itself is an attractive town. Aside from the health spas and sanatoria, there isn't a great deal to do in the daytime, but if any operator has toyed with the idea of a specialised health resort tour, this town would make a good base.

In the evening, Bad Soden and its surrounding villages comes alive. Entertainment is very much in the traditions of Germany, with plenty of beer, pork, sauerkraut and sausages. Any group with relatively sedentary ambitions could enjoy a night down the pub, and several regularly handle group bookings.

Alternatively, you could try a wine tasting at one of the local vineyards in the wine-growing area Hochheim am Main. We visited Freiherr Gedult von Jungenfeld'sche - a long name for a singularly small but attractive vineyard attraction. After a wine-tasting in the cellars, surrounded by this year's bubbling brew, we had in the adjacent function room.

The local grape is the riesling but don't run away with the idea that we see the best wines labelled Riesling in the UK. Our trip revealed top-quality wines, including Pinot Noir reds, hidden away in vast cellars.

Local tourist association, Kurverwaltung Bad Soden am Taunus, Tel: 010 49 61 96 208280/Fax 208299. Parkhotel und Kurhaus, Tel: 010 49 61 96 2000. Vineyard Freiherr Gedult von Jungenfeld'sche, Tel: 010 49 6146 2259.

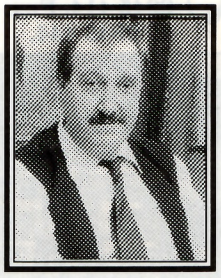
4 WEEKS ONLY

DOMINION THEATRE

Tottenham Court Rd, London W1

12 FEBRUARY to 7 MARCH ONLY!

SPECIAL GROUP RATES
£2.50 reduction
Plus additional
£1 for early booking



GORDEN KAYE

CARMEN SILVERA

RICHARD MARNER

KIM HARTMAN

GUY SINER

SUE HODGE

KIRSTEN COOK

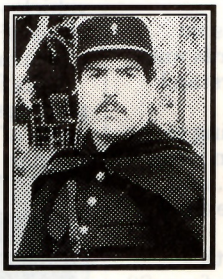
IN TV's 'ALLO 'ALLO

with the TV SHOW STARS

HILARY MINSTER

with VICKI MICHELLE

and ARTHUR BOSTROM as Crabtree



"IT'S ALL SAUCE AT THE CAFE OF LAUGHS"
Daily Express

"PEOPLE WERE FALLING OFF THEIR SEATS WITH LAUGHTER"
Derek Jameson show

BOX OFFICE, CREDIT CARDS and GROUPS 071-580 8845/580 9562
Credit cards (bkg fee) 24hrs/7 days 071-379 4444/240 7200

Konigswinter is proud of Anglo links

THE WINE town of Konigswinter, set against the Seven Hills on the banks of the Rhine, seems a far cry from England.

It's hard to imagine any link between this commercialised but pretty hillside town, with its mountain railway and huge nature reserve, and dear old Britain. But two links exist.

Konigswinter is extremely proud of its association with poet and writer Lord Byron, who stayed here and gave it a glowing testimonial. So much so, they have erected a memorial to mark his stay.

The second link is rather more bizarre. Konigswinter is twinned with Cleethorpes. Lovely though Cleethorpes is, one can't help feeling it's getting the better half of the deal!

This is Rhineland, and operators will know what to expect generally. Konigswinter does have its own attractions, though.

The rack railway which climbs the Drachenfels - the 'Dragon Hill' which offers superb views to Cologne - is the oldest in Germany and a must for transport fans. It's also a must for older clients, who will not be able to manage the climb up to the old fort which tops this mini-mountain. Fare for the railway is 8 DM up, 7 DM down or 10 DM (around £3.50) both ways, with reductions for groups. There is a restaurant at the summit which can be booked in advance, with a variety of menus for groups.

There's a museum of the Seven Hills (Siebengebirge) in Konigswinter open from April to mid-October all afternoon, and all day on Sundays. It can be opened specially at almost any time for group visits. The museum charts the history, trades and culture of the area, with exhibits which change all year.

Boat excursions are very popular. We sailed with agents Schmitz - booked through the Hotel Maritim - for an hour, which costs 10 DM at group rate including the bar and guide. Food is available.

The Maritim Hotel: a real treat for coach travellers.

A further 3.50 DM buys another hour-and-a-quarter. The trip was pleasant though the boat companies could take a leaf from the coach operators' book, and install double glazing. The view on a cold day was marred by condensation!

There are a large number of walking tours available from the local tourist office. They can take in the Seven Hills, the national park... almost anything. Guides are also available for coach tours.

There is a reasonable choice of hotels in Konigswinter, though only a few can take large groups. We stayed in the luxurious Maritim Hotel, right on the banks of the Rhine close to he river car ferry.

Indeed, the luxurious nature of the hotel is such that some guests may find it daunting. The restaurant observes smart casual dress rules, for instance. The Maritim is, though, a real treat and situated next to the coach park. There is an alighting area at the front of the hotel but do not attempt using the road at the rear, towards the pedestrianised area.

Maritim is expensive, a double room at individual rate costing you around £125 (for two) plus half-board supplement of around £12 based on a three-night stay. Clearly, these rates are much reduced for groups.

Konigswinter Tourist Office, Tel: 010 49 22 44 889325, Fax: 889378. Boat hire Schmitz, Tel: 010 49 22 23 22578, Fax: 21200. Hotel Maritim, Tel: 010 49 22 23 7070, Fax: 707811.

Free coach video

BOOK a trip to Britain's most popular heritage attraction, Warwick Castle, and get a free video - that's the exclusive offer to *Coachmart* readers.

The castle has produced a half-hour video tape which gives visitors a flavour of what they will be seeing. It's the perfect beginning for any trip and in VHS format can be played through in-coach machines.

The tape normally retails at £9.95 but is free to readers who send in the voucher printed here (or a photocopy) with their booking for 40 or more tickets before March 31, 1992. The video is, of course, the operator's to keep afterwards.

The TV tour is guided by Warwick Castle curator, Paul Barker, in a witty and entertaining style, appropriate for all English-speaking groups.

Group entry to Warwick Castle is £4.65 for adults, £3 for children and £3.70 for OAPs.

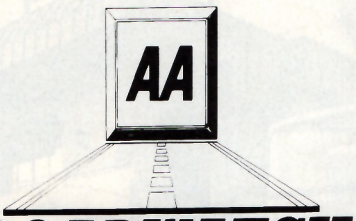
Warwick Castle has added to its many exhibitions for 1992 with a display 'To prove a villain' charting the life and times of Richard III - one of the most infamous monarchs. Its tours have been updated for 1992 to include a Civil War Tour, which can be pre-booked.

Warwick Castle offer

One free video per 40 tickets

Offer closes March 31, 1992

Full details are available on 0926 495421, or simply post your booking and coupon to Sarah Montgomery, Warwick Castle, Warwick CV34 4QU. The video will be sent with the tickets.



This Roadwatch report was compiled by *Coachmart* with the help of the AA. If there are other points of information you need, write to Roadwatch PSV, *Coachmart*, Wentworth House, Wentworth Street, Peterborough, PE1 1DS.

European troublespots

ALTHOUGH normal traffic was expected around Paris, **France,** last weekend, motorists are reminded that major roadworks are continuing on A1 Autoroute near St Denis.

In **Italy,** filling stations were on strike last weekend. Those on autostrade are not affected. Restrictions on movement of heavy vehicles carrying perishable freight on Sundays and public holidays have been lifted.

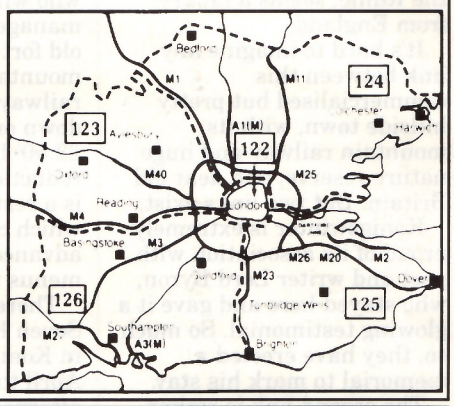
The Breest - Terespol border crossing between the **USSR** and **Poland** is temporarily closed.

In **Yugoslavia,** drivers are reminded that vehicles travelling in Macedonia and Kosovo must carry winter equipment until March 15, 1992; Bosnia Herzegovina until April 15, 1992.

Public Holidays

Austria	Dec 8
Finland	Dec 6
Portugal	Dec 1, 8
Romania	Dec 1
Spain	Dec 8
Yugoslavia	Nov 29, 30 (Slovenia)

For the latest information, call AA Roadwatch on 0836 401, followed by:
110 for motorways across Britain
127 for M25
118 for Northern Ireland
117 for Scotland
116 for north-east England
115 for north-west England
114 for East Anglia
113 for Midlands
112 for Wales
111 for West Country
The south-east of England is divided up as follows:
126 for area between M4 and M23
125 for area between M23 and Dartford Tunnel
124 for area between Dartford Tunnel and M1
123 for north-west Home Counties
122 for Central London
(See map, right, UK troublespots, below)
Calls are charged at 36p per minute off peak and 48p at other times.



Euro-roadworks

Austria
A1 Seewalchen to Regau, north west of Gnunden (Nov 30, 91).
A1 St Polten Sud junction tok Boheimkirchen, east of Melk (Dec, 91).
A2 Graz west to Graz Ost junction (Nov 30, 91).
A10 Near Eben, north of Tauerntunnel (Dec 15, 91).

Belgium
E17 Gentbrugge, east of Gent. Resurfacing of eastbound carriageway (UFN).

France
A47/N88 St Chamond Bypass, north east of St Etienne. Westbound carriageway is now open to traffic in both directions.
N157 Troce, south east of Rennes. Bridge construction works. Width restrictions (Dec 13, 91).
A1 Carvin, south east of Lille. SNCF works. Lane closures on northbound carriageway (Jan 20, 92).
A1 Fresnes Les Montauban, north east of Arras. Lane closures (Dec 13, 91).
A1 Combles, north west of Peronne. Lane closures (Dec 13, 91).
N17 Bondues, north of Lille. Crossroads improvement. Diversions (Nov 29, 91).
N42 Hazebrouck, east of St Omer. Construction of Gyratory system. Diversions (Feb 26, 92).
D947 Ghyvelde, north east of Dunkerque. Construction of bypass. Diversions (Feb 3, 92).
A4 Phalsbourg to Hochfelden, north east of Sarrebourg. Speed limit restrictions (Dec 5, 91).
A6 Chalon Sur Saone Nord junctions to Tournus. Speed limit restrictions (Dec 5, 91).
A36 Mulhouse to border crossing. Speed limit restrictions (Feb 4, 92).
N7 Menton to Garavan, north east of Monte Carlo. SNCF works at level crossing (Nov 28, 91).
N57 Doubs, north of Pontarlier. Diversions (Dec 23, 91).
N77 St Andre les Vergers, south west of Troyes. Diversions (Jan 6, 92).
N77 Lavau, north east of Troyes. Diversions (Feb 21, 92).

Germany
A11 Bernau to Wandlitz, north of Berlin (Dec 15, 91).
A15 Boblitz to Cottbus Sud junction (UFN).
A15 Cottbus Sud junction to Roggosen (Nov 29, 91).
A115 Potsdam-Babelsberg to Zehlendorf, south west of Berlin (Nov 29, 91).

Switzerland
N6 Bern ring road east. Exit road closed on southbound carriageway (Nov 22, 91)

UK motorway & 'A' roadworks

For the week November 25-December 2

LONDON AND SOUTH EAST
M3 Hampshire: Down to one lane both ways overnight jct 8/9 (Popham/Winchester)
M1 Hertfordshire: Contraflow at J3 (A41, near Watford).
M20 Kent: Contraflow between J5 and J8 (Maidstone West/ Hollingbourne)
M20 Kent: Closures between J10 and J11 (Ashford/Hythe).
A40M London: Lane closures both ways on Westway, White City.
A406 London: Contraflow on North Circular road between Staples Corner and Neasden underpass.
A27 Sussex: Contraflow on the Shoreham flyover.
A1 Bedfordshire: Contraflow at the Black Cat roundabout, south of Tempsford.
A2 Kent: Restrictions on London Road, Sittingbourne.

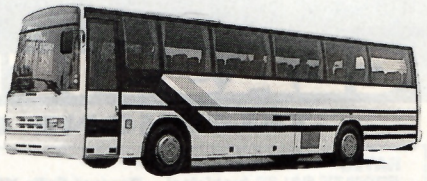
MIDLANDS AND EAST ANGLIA
M1 Leicestershire: Contraflow between J21 and J22 (near Leicester).
M6 West Midlands: Contraflow between J7 and J9 (Gt Barr/Wednesbury). The northbound entry slip road is closed at J7.
M6 Staffordshire: Contraflow between J13 and J14 (A449/Stafford).
M5 Hereford/Worcester: Southbound entry and exit slip roads closed at J6 (Worcester North). Diversions.
M50 Hereford/Worcester: Contraflow at J3 (Jays Green).
A4540 West Midlands: New John Street west, Hockley Birmingham. Roadworks between Hockley flyover and New Town Row.
A6 Leicestershire. Restrictions at Market Harborough.
A47 Cambridgeshire: Resurfacing work between Station Road and Pidgeon's Farm, Thorney.
A11 Norfolk: Cringleford. Between Norwich and Wymonham contraflow for surface repairs.
A45 Suffolk: Contraflow at Felixstowe.

WALES AND WEST
M5 Devon: one lane closed southbound between Junction 27 and 28 (Tiverton/Cullompton).
M5 Somerset: Contraflow J24-J25 (Bridgewater/Taunton).
M4 West Glamorgan: Restrictions both ways J39-J41 (Groes/Pentyla)
M4 Gwent: Various lane closures both ways J22-J28 (Chepstow/Tredegar Park).
M5 Gloucestershire: Contraflow J11-J12 (near Gloucester).
M4 Avon: Jct 19 (M32) Contraflow in operation.
A48 West Glamorgan: Earlswood roundabout reconstruction work possible delays particularly during the rush hour.
A48 Gwent: Langstone. Traffice signals in use due to British Gas work.
A35 Dorset: two sets of temporary lights between Dorchester and Puddletown.
A4 Avon: Restrictions on Hotwell Road, Bristol.
A358 Somerset: Temporary traffic lights south of Taunton Ashill.

NORTH
M56 Greater Manchester: Restrictions on the airport link road.
M56 Cheshire: Contraflow J9 - J11 (M6/Preston Brook).
M55 Lancashire: Reduced to one lane both ways between junctions 3 and 4 (Wesham/Marton).
M65 Lancashire: Eastbound carriageway closed from Nov 29 to Dec 2 - Junctions 10 - 12 (Burnley/Brierfield).
M62 Humberside: Contraflow J34-J35 (Whitley Bridge/Langham).
M6 Cumbria: Contraflow between J40 and J42 (Clifton/Carlisle).
M18 South Yorkshire: Contraflow near J2 (Wadworth).
M18 South Yorkshire: Contraflow between J4 and J5 (Doncaster).
M1 South Yorkshire: Lane closures both ways between junctions 35 and 35A (Rotherham/Tankersley).
M1 West Yorkshire: Contraflow between junctions 41 and 43 (Wakefield/Stourton), northbound entry slip at J41 closed.
A59 Lancashire: Contraflow between Penwortham and Hutton.
Al Northumberland: Contraflow with temporary lights at southern end of Alnwick Bypass.
A59 North Yorkshire: Temporary lights on Harrogate to Skipton road.
A630 South Yorkshire: Balby, Doncaster roadworks on Warmsworth Road at the junction of Anelay Road, Ranyard Road, Hepworth Road and Kipley Avenue.
A1079 Humberside: Beverley Bypass closed southbound at the Killingwold Graves roundabout.
A6 Lancashire: Bolton-le-Sands: resurfacing work on bypass road.

SCOTLAND
M74 Strathclyde: Various lane closures at J6 (Hamilton).
M8 Strathclyde: Junctions 13 - 14 (Blochairn/Provan) lane closures both ways.
M8 Strathclyde: Junction 29 (St James interchange) outside lane closed westbound.
A75 Dumfries/Galloway: Dumfries/Gretna. Lane closures in both directions on A75 slip road to A74 at Gretna.
A952 Grampian: Temporary traffic lights nr St Fergus affecting traffic between Peterhead and Fraserburgh.
A698 Borders: Coldstream/Hawick temporary lights near Kelso.

COACHES WELCOME



YORK

VISIT HISTORIC YORK

Kexby Bridge Hotel

Prominently positioned modern hotel with 32 luxury en suite bedrooms boasting every facility. Set in 8 riverside acres with landscaped gardens and a large car park. Ideally situated for visiting York's famous tourist attractions and all this area has to offer: Scarborough, Harrogate, Knaresborough, Whitby, Herriot country, Emerdale Farm, Bronte land, the Yorkshire Moors, Castle Howard, etc, are all from 15 minutes to 1 hour away.

£25 PER PERSON SHARING (DBB) ALL YEAR

Tel. (07595) 8223 FOR BROCHURE

RAC ★★★ English Tourist Board COMMENDED AA ★★★

(22720/CWL)

SPAIN

PLAYASOL HOTELS UK

★ SPAIN ★

Hotel accommodation **91/92**

Costa Brava, Costa Maresma, Costa Dorada

Winter 91/92 Only £58 7 nights F/B

Book now your **1992** hotel rooms for the **Olympic Games**

For hotels, brochures and firm prices tel. Mr Rodriguez

061 655 3645

(22281/CWL)

WALES

TENBY

THE BELGRAVE HOTEL

Warm, friendly, comfortable, good food, choice menu, nightly entertainment. All bedrooms with tea, coffee making facilities, Sky TV. Most with private bathrooms.

HALF BOARD 5 or 7 nights **June 14 or 21st £19 + VAT**

SEPTEMBER 27th..... £18 + VAT

APRIL (inc Easter Week) £15 + VAT

TELEPHONE TENBY (0834) 2377 ASKING FOR MALCOLM THOMAS

RING NOW FOR AUGUST & WEEKENDS IN THE SPRING

(22964/CWL)

AUSTRIA

AUSTRIA

We offer a reliable and efficient service for Coach Tour Operators.

– Adult Groups
– School-/Youth Groups
– Music Groups & Bands
– Activity Holidays

AUSTRIA INTERNATIONAL TRAVEL SERVICE
Postfach 123,
A-5700 ZELL AM SEE, AUSTRIA.
Telephone: 06542 4452
Telex: 66587 Fax: 06542 4469

(21853/CWL)

CAN YOU CATER FOR COACH PARTIES?

FOR

★ Meals ★ Hotels
★ Entertainment
★ Attractions

Be seen by over 18,000 readers of Coachmart. Coaches welcome.

Tel. (0733) 898111

BOURNEMOUTH

FIRCROFT & BURLINGTON HOTELS

OWLS ROAD, BOURNEMOUTH, BH5 1AE.

★ Parking for coach ★ All rooms ensuite, col TV, tea mkg. ★ Choice of menus ★ Large ballrooms ★ Indoor pool, Jacuzzi, Sauna ★ Sports centre (9am-6pm) ★ 3 full size snooker tables ★ many sea view rooms (Burlington) ★ Entertainment ★ Out of season 3/4/5/ day breaks ★ Close to sea & shops ★ 1 child FREE

TELEPHONE NOW FOR OUR SPECIAL COACHING RATES

0202 309771 OR 0202 398079

FAX 0202 302542

(20152 CWL)

NEWQUAY

NEWQUAY

Family run hotel renowned for its high standard of service and warm friendly atmosphere

NEW YEAR!

Special package. 3 nights full entertainment programme inc New Year's Eve party! + full carvery

★ Indoor pool ★ Sauna ★ Spa pool ★ Solarium

All rooms en suite, colour TV, tea/coffee making, lift, CH, coach parking – driver free!

£125 pp inc dinner, B/B (+ one lunch)

Telephone for brochure and details (0637) 874292

(22807/CWL)

TREGARN HOTEL

Cedars Hotel

AA ★★

Friendly family run hotel with spectacular views overlooking Newquay bay, close to town and beaches with 42 bedrooms – 35 en suite.

★ All rooms with colour TV, tea making & telephone ★ Excellent multi-choice 5 course evening meal ★ Live entertainment ★ Outdoor heated pool ★ Sauna ★ Solarium, jacuzzi ★ Coffee shop for light meals.

Extra special reduced rates for EARLY/LATE season. On-site parking – driver free

For further details
Lorraine Jones (0637) 874225

(22431/CWL)

EASTBOURNE

Alexandra Hotel

Licensed family run hotel with excellent food and entertainment.

Some rooms are en suite, whilst all have colour TVs, CH, tea and coffee making etc.

★ Vacancies for groups in 1992 ★

April (inc EASTER) and early June.

Call Ken Dobell for details on (0323) 20131

(22806/CWL)

ST ALBANS

Avalon Hotel

260 London Road, St Albans, Herts AL1 1TJ

All rooms have;
*EN SUITE BATH OR SHOWER ROOM *COL TV & RADIO *DIRECT DIAL TELEPHONE *TEA/COFFEE MAKING FACILITIES *TROUSER PRESS AND HAIR DRYER

CONFERENCE FACILITIES FOR SMALL GROUPS. FAX SERVICE AVAILABLE.

For reservations contact Mrs Sarwar on
0727 56757 (22812/CWL)

BOURNEMOUTH

GLENDEVON HOTEL

Ideally situated on Bournemouth Westcliff and central to all amenities. 400 yards to beach, 5 min walk to town centre. Family run, 39 bedrooms (23 en suite), t/mkng fac, TVs in all rooms. Large restaurant, lift, bar, ballroom en/t, TV lounge and games room.

Terms from £70 per week

For more information
Nigel and Amelia Rilstone
Glendevon Hotel, West Hill Road, Bournemouth.
Tel. (0202) 290600

(19970/CWL)

SHROPSHIRE

COACHES ARE ALWAYS WELCOME at the

DENEHURST HOTEL & Leisure Centre

RAC★★ English Tourist Board Fully Licensed

★ Lunches ★ Evening meals
★ 15 double/twin rooms
3/4 COACH CAPACITY FOR MEALS
(Up to 200 – drivers free!)
Large car park
CROWN GREEN BOWLS
SWIMMING POOL

Tel. (0694) 722699

SHREWSBURY ROAD, CHURCH STRETTON

15 miles to Ludlow/Shrewsbury, 20 miles to Ironbridge, 100 yards to Cardingwell Valley turn

(20869/CWL)

BLACKBURN

The Islington Motel

Great Bolton Street, Blackburn

is a small, family run hotel ideally suited to small parties and driver/courier stop-overs. We have parking for up to 4 coaches on site, and provide excellent home-cooked food.

★ 23 rooms – 13 en suite ★ BAR ★

All rooms are centrally heated, and have colour TVs and tea/coffee making.

For booking details call Pauline Rowlands

(0254) 670700

(22966/CWL)

SOUTHSEA

Christmas at THE NEW SOLENT HOTEL (Southsea)

★★★★★

CHRISTMAS BREAK

24-26 Dec

£16.95 pppn

★★★★★

DRIVER & COURIER STAY FREE

0705 875566/291577

Fax. 872023

(22425/CWL)

Coachmart CLASSIFIED MARKETPLACE

TELEPHONE 0733 898111 FAX 0733 62656

RATES
PRIVATE SALES (vehicles) – Contact Sally Wright. **Display:** £9 per single column centimetre – 3 or more insertions £8.10 per single column centimetre. **Lineage:** £1 per word (minimum 25 words) 3 or more consecutive insertions 90p per word. **Subscribers' Privilege Lineage Rate:** 50p per word (minimum 25 words) 3 or more consecutive insertions 45p per word.
TRADE SALES (vehicles) – Contact Sally Wright. PRODUCTS & SERVICES – Contact Steve Gibbons/Ruth Kitchen. **Display:** £9 per single column centimetre. Series discounts (for space taken within 12 months of first ad appearing) 7 insertions: 5%, 13 insertions: 10%, 26 insertions: 15%, 39 insertions: 17½%, 52 insertions: 20%.
APPOINTMENTS/TENDERS – Contact Ruth Kitchen/Steve Gibbons. **Display:** £12 per single column centimetre. 20% repeat discount.
COACHES WELCOME, MEALSTOPS, FEATURES – Contact Ruth Kitchen/Steve Gibbons. **Display:** £11 per single column centimetre. Series discounts available. Please phone for details.
Copy deadline: 1pm Tuesday for Thursday's issue. **Cancellation deadline:** 11am Tuesday.

BARGAIN BUSES

BARGAIN BUS

1978 BEDFORD YLQ 500 PLAXTON SUPREME

45 seater, nice condition, very reliable, MoT March '92, taxed.

£4,000 ono + VAT

Tel. (0939) 260269

(23004/BAR)

ACRON

VAN HOOL MAN, 1983, excellent condition, TV/video, tea/coffee, toilet, new clutch, 49 seats, any inspection, part exchange considered, **£30,000 + VAT. Tel. (0692) 406020.** (22846/AC)

AEC

WANTED – tidy 505 51/53 seater, cash waiting for the right vehicle, distance no object. **Tel. (0403) 77620/(0831) 426047.** (23031/AEC)

AEC Reliance Plaxton Supreme, 1977, 53 seats, MoT 8/92, recent engine, **£5,500 + VAT. P Bowran PMT (0782) 744744.** (23018/AEC)

AEC 1978, 760 Plaxton, semi automatic, 53 seats, Bristol dome, express doors, radio cassette, excellent condition, MoT September 1992. **£5,000 + VAT. Tel. 0294 63654.** (22991/AEC)

BEDFORD

BEDFORD YNT PLAXTON

51 seat Paramount 3200, exterior grey/red, power door, radio/PA, first registered June 1983. MoT until May 1992, private plate.

£17,500 + VAT

Tel: 0202 741439

SEA VIEW COACHES

(23006/BED/PIC CH)

1978 BEDFORD YMT Plaxton, 53 seater, new MoT, white with red interior, Bristol dome, recent Bedford blue engine, excellent condition, **£4,250 + VAT. 1977 BEDFORD** YMT Duple Dominant II, 53 seater, recent new engine, white with red interior, Telma, **£3,250 + VAT. Tel. Ryans Coaches (0225) 424157.** (22833/BE)

1975 PLAXTON PJK, power door, 12 months test, taxed April 1992, nearly new tyres, retrimmed by Blackpool trim shop, fair condition, well maintained. **£2,500 + VAT. Tel. 0623 861096.** (22986/BED)

BOVA

BOVA EUROPA, 1982, P/P, 52 recliners, curtains, power door, PA system, 12 months MoT. **£20,000 ono + VAT. Tel. 0484 545241.** (22987/BOV)

BRISTOL

1974 BRISTOL RE, ECW body, 680 Leyland, 49 seats, MoT April 1992. **£2,500. 1973** BRISTOL RE, Plaxton Elite, 680 Leyland, 47 seats, Webasto heater, MoT April 1992. **£3,000. Tel. 0475 530692.** (22996/BR)

1982 X Bristol LHS Plaxton Supreme V, 31 Lazerini recliners, tinted windows, curtains, repanelled where required this year, tested March 1992, in excellent condition, **£13,250. Tel. (0704) 821245.** (23030/BR)

C.V.E.

C.V.E. OMNI

23 seater, 1990 H Reg, 30,000 miles, PSV spec, air doors, cloth seats, Perkins 4/182 diesel, 4 speed manual gearbox, huge saving on new price at only

£19,995 + VAT

Offered with warranty

081 573 3227

anytime

(22955/CVE)

BOVA

2 x 1984 BOVA FUTURA HIGH LINE

49 recliners, centre toilet, continental door, video, Tempo 100, drinks machine, carpets, curtains, excellent condition, with MoT.

£39,500 + VAT each

Tel. 0686 626731

(22850/BO)

COLLECTORS ITEMS

ROAD TRANSPORT INDUSTRY MINIATURES

Collectors models, limited editions. All popular makes supplied. Viewing available by appointment. Some models ex stock.

Visit Milton Keynes Coachways off M1 Junction 14. Trade list available. Tel. 0908 282500/611000

(22989/CI)

DAF

1983 DAF VAN HOOL ALIZEE, 50 recliners, toilet, servery, water boiler, video, TV, private plate, tables, curtains, very good condition, MoT June 1992, **£33,000 + VAT ono. Tel. (0668) 81591 daytime or (0668) 82070 evenings.** (23038/DAF)

VAN HOOL 1981, 48 recliners + courier, toilet, radio cassette P/A, hot water, drinks machine, MoT April 1992, p/p very good condition. **£29,000 + VAT. Tel. 031 229 8666.** (22831/DAF)

MAY 1983 DAF MB 200 Van Hool Alizee, 53 recliners plus courier, Webasto, radio/PA/cassette, plug door, speed limiter, together with 4 tables, coffee machine, MoT April 1992, excellent condition. **£33,000. Tel. 0252 624404.** (22824/DAF)

REPOSSESSED VEHICLE. 1987 DAF SB 2305 DHS Duple 340, 51 seater, centre sunken toilet. **1986 DAF SB 2303 DHS** Duple 340, 57 seater. For further information contact **John Dover on 0933 440221 or 0836 280951.** (23012/DAF)

DENNIS

Regis Coaches 1989 Caetano Javelin

51 seats, courier, toilet, video and drinks. All chassis mods, good condition, long MoT.

Part Exchange Considered Sensible offers to

(0367) 718929

(23033/DE)

DOUBLE DECKERS

WANTED: Double deck bus with coach seats, toilet preferred but not essential, good condition, manual or semi-auto, Olympian preferred. **Please reply immediately Box No. 23013, Coachmart Classified, Wentworth House, Wentworth Street, Peterborough PE1 1DS.** (23013/DD)

DAF

1983 DAF Executive, 44 recliners or 36 + 4 tables, limiter, Telma, double glazed, toilet, bunk, coffee machine, TV and video, MoT 10.4.92, **£30,000 ono. Tel. Howletts (0296) 713201.** (23005/DAF)

DUPLE

1987

DUPLE 425

Cummins/ZF automatic, 46 recliners, 3 x TV monitors, wired for video (not supplied), toilet, galley with fridge, water boiler, sink and cupboards, rear continental door.

£40,000 + VAT ono

0202 537568 or 0929 554588

(22893/DU)

LAG

APRIL 1990

EOS high spec

NOW AVAILABLE

£95,000

P/X CONSIDERED

Tel. (0698) 63961 or 62183 (office hours)

(23035/LAG)

DOUBLE DECKERS

DAIMLER DMS (P REG)

73 seat single door, Leyland 680 engine, semi-auto box, ex-National Bus Company.

Choice of 4. All tested.

£2,875 + VAT each

Tel. (0422) 375893 anytime (23020/DD)

BRISTOL VRT – 74 SEATS

1981 MoT 5/92	**£6,500**
1978 MoT 9/92	**£4,900**
1976 MoT 11/92	**£3,900**
Also available	
1978 without MoT	**£1,900**

All prices plus VAT

Contact P. Bowran

(0782) 744744

Stoke on Trent PMT

(23016/DD)

FORD

1983 FORD DOMINANT

Excellent condition inside and out, 53 seats, new test, good economical vehicle.

£13,750 + VAT

P/X considered for more expensive vehicle

Tel. (0684) 592399

(23026/FO)

FORD 1981 (W Reg), Duple, 53 seats, MoT to November '92, Telma power door, retrimmed, **£6,250 + VAT. FORD** 1980 (W Reg), 53 seater, MoT to December '92, Grant doors, Telma, **£5,750 + VAT. FORD** 1981 (W Reg), 49 seater, MoT to August '92, Plaxton IV, **£6,000 + VAT. Tel. (0272) 602440, (0272) 600773.** (23010/FO)

FORD Duple, 49 seats, 'V' Reg, very reliable, Grant doors, destination dome, tax April, MoT 14.5.92, ideal contract vehicle. **£2,650 + VAT. Tel. 0207 290424, evenings 0207 570370 (Co. Durham).** (22956/FO)

1981 FORD PLAXTON

53 seats, Telma, lockers, radio, PA, cassette, tinted, test 4/92, two owners from new, unlettered, good condition.

~~£6,895~~ **£6,700 for quick sale**

Bugler Bristol
(0272) 778759 days
(0272) 779170 eves/wkend

(23022/FO)

LEYLAND

1976 LEYLAND LEOPARDS

49/53, Duple/Plaxton, current MoTs.

CHOICE OF TWO.

Good condition for the year.

OFFERS PLUS VAT

TYRERS TOURS LTD
(0282) 861234

(22826/LEY)

LEYLAND LEOPARD

Plaxton Supreme Paramount front, 53 reclining seats, good condition, new MoT.

Offers around
£6,000 + VAT

Tel. 0222 471614/5

(22838/LEY)

LEYLAND

1985 B REG LEYLAND TIGER 245

With high deck Duple Caribbean body. 51/53 reclining seats, demountable toilet, continental entrance, ZF gearbox, immaculate condition. Choice of two (one with recon engine).

Contact Mr A. R. Jones or Mr G. Hudston

W. Robinson & Sons (Tours) Ltd, Park Garages, Gt Harwood, Blackburn BB6 7SP. Tel. (0254) 889900

(22994/LEY)

1982 TIGER 245 GOLDLINER, D/D, toilet, washroom, servery, 48 recliners, wired for TV and video, radio, PA, wheeltrims, tinted double glazed windows, MoT April '92..... **£19,500 ono**

1982 TIGER 245 PARAMOUNT, 3200, 57 seater, MoT Oct '92, radio, PA, wheeltrims, new centre floor, Telma ..... **£22,000 ono**

Tel. (0942) 45305/43165 WALLS OF WIGAN

(22901/LE)

1974 LEYLAND LEOPARD

53 seats, Plaxton Elite, semi auto, power steering, hand brake and door, recent new engine, gearbox and axle, retrimmed seats, MoT 6/11/92.

£3,750 + VAT

Tel. Staffordian Travel
0785 211433

(22844/LEY)

TIGER, Padane bodied, excellent condition, toilet, tea/coffee, 47 seats, engine, gearbox overhauled 1990, TV, ideal first executive. **£18,500 + VAT. Tel. (0692) 406020.** (22845/LEY)

1981 LEYLAND LEOPARD Plaxton Supreme 4, 53 seater, engine rebuild March 1992, seats retrimmed 2 years ago, Webasto heater, power door, 1 year's MoT, inspection welcome, **£13,500 + VAT ono. Tel. Ingleby's, York (0904) 637620.** (23039/LEY)

FINANCE HOUSE REPOSSESSION. 1984 Leyland Tiger Plaxton 3500, reconditioned, semi auto box, 48 seats plus courier, toilet, water boiler, MoT March '92. Lease at £962 per month. **Tel. 0860 370026 or 081 390 8201.** (22984/LEY)

1974 LEYLAND LEOPARD PLAXTON, power steering, 47 seats, semi auto, tested and taxed. **£2,750 + VAT. Tel. 0924 26334 (Wakefield).** (22990/LEY)

LEOPARD, 1978, 49 seats, Grant doors, MoT 1/92, **£4,200 + VAT.** Also **1978** 3 Leopards, no MoT. All for **£4,900 + VAT. P Bowran PMT (0782) 744744.** (23017/LE)

LEYLAND DAF 200 Combi, 13 seater, 1989, COF till Sept '92. **£5,250 + VAT ono. Tel. 0703 663700.** (22958/LEY)

MCW

1987 MCW, 25 seater, tinted windows, curtains, radio cassette, wheel trims, very good condition, taxed, MoT until October 1992, **£13,995 + VAT ono. Tel. (0668) 81591 daytime or (0668) 82070 evenings.** (23037/MCW)

MERCEDES

MERCEDES 608D

21 seater, Whittaker conversion, MoT 22/10/92, very good condition.

£11,000 + VAT

Tel. Johnsons Henley Ltd (0564) 794794 day, (0564) 792047 after 6pm

(22890/MER)

1989 DUBRAVA EXECUTIVE MERCEDES V8, 49 recliners plus courier, full length centre continental door, centre toilet and washroom, AM/FM stereo cassette, 2 TVs, video, hot drinks, double glazed, thermostatically controlled heating, Webasto, driver's door, carpet, must be seen. Only 66,000 kms. MoT 6/92. **£48,950 + VAT. Tel. 0942 497436 or 820343.** (22888/MER)

1976 (P) MERCEDES PLAXTON MINI SUPREME, 29 seats, power door, interior red, radio, MoT May 1992. **£4,250 + VAT ono. Tel. John MacEwan on 0387 710357.** (23008/MER)

1980 MERCEDES 207D, 12 seats, PSV, taxed and tested, very good condition, choice of two. **£2,000 ono each. Tel. Sheffield 0742 787868.** (22995/MER)

1989 (AUG) 609D, 23 seats, Reeve Burgess, 44,000 miles, radio cassette, carpet, extra heater, as new. **£17,500 ono + VAT. Tel. Bicknells 0483 422110.** (23002/MER)

MIDI COACHES

1984 MERCEDES 608D, 21 seat midicoach, brown interior, MoT March 1992, exceptional condition. **£8,250 ono. Tel. Chivers Coaches 0252 702201 (Surrey).** (22886/MC)

SCANIA

1989 SCANIA K113 ELITE

Fully automatic, low mileage, Jonckheere de Ville body with all usual extras. Non-smoking vehicle from new.

£78,000 + VAT

Tel: 0708 764465

(22872/SC)

SCANIA K112 1985

Jonckheere P599, full executive, 51 recliners, toilet and TV, video, continental door, hot drinks, fridge and bunk etc, vgc.

£42,000 ono + VAT
or transfer of lease
Tel: 0706 368999 or 0831 234433

(23036/SC)

SCANIA

SCANIA 1989 G REG

K93 Duple 320, part exchange considered.

Tel: 0698 63961/62183

(Office Hours)

(23034/SC)

SCANIA K112 1985 JONCKHEERE P599

Full executive, 51 recliners, toilet, TV, video, continental door, hot drinks, fridge, bunk, etc, vgc.

£42,000 ono + VAT

Tel. (0706) 368999 or (0831) 234433

(23032/SC)

SERVICE BUSES

1980 SEDDON PENNINE 7 ALEXANDER service bus, 53 moquette seats, 20 standing, 5 speed, s/a gearbox, Gardner engine, MoT 3/92, good reliable work horse. **£7,250 + VAT. Tel. 061 223 2035.** (22953/SB)

VOLVO

1987 VOLVO B10M PLAXTON PARAMOUNT 3500

Full executive, 49 recliners, twin screen video, coffee machine, centre toilet and washroom, mint condition.

OFFERS INVITED

WRAYS of HARROGATE
0423 522466

(22763/VO)

1976 B58 VOLVO

57 seater Plaxton Supreme, retrimmed, MoT July '92.

£6,500 ono plus VAT

Tel. 041 950 1450

(23028/VO)

APRIL, 1983 Volvo B10M Plaxton 3500, 51 recliners plus courier, radio/PA and cassette, plug door, continental door, speed limiter, ZF gearbox, Telma, level raise, brown moquette, MoT April 1992. **£29,000. Tel. 0252 624404.** (22825/VO)

VOLVO, 1981 (W reg), B58 Duple Dominant, 57 seater, retrimmed, power door, MoT to December 1992. **£15,000 + VAT. Tel. 0272 602440/0272 600773.** (23011/VO)

VOLVO

VOLVO B58

49 coach seats + 8 standing, semi-auto, Grant door, reg no 289 CLT, ideal coach/bus work (OMO equipped).

£4,950 + VAT

Tel. (0706) 376395/ (0831) 569304

(23025/VO)

1980 Volvo B58 Plaxton Supreme IV, 53 seater, semi-auto box, 12 months ticket, **£14,750 ono + VAT. Tel. (0924) 470402.** (23027/VO)

MINIBUSES

FREIGHT ROVER, G reg, 16 high back seats, beautiful Optare conversion, 2.5 diesel, good condition throughout, MoT August 1992, engine rebuilt April 1991. **£9,750 + VAT. Tel. 0207 290424 evenings or 0207 570370 (County Durham).** (22957/MB)

MERCEDES 307D, 12 seater, high roof, D reg, Devon conversion, 94,000 miles guaranteed from new, immaculate condition, beautiful interior. **£5,750 + VAT. Sorry no offers. Tel. 091488 1559.** (22998/MB)

MINIBUSES

GRAVELLS

THE WELSH MINIBUS CENTRE

Tel: Kidwelly 0554 890436 Fax: 0554 891338

IMMEDIATE DELIVERY

NEW RENAULT MASTER. 16 seater PSV luxury coach, diesel, finished in white. **NEW RENAULT TRAFIC.** 14 seater section 6, diesel, hi-roof, roof racks. **NEW RENAULT TRAFIC.** 14 seater, section 6, diesel, low roof.

USED

1989 (G) RENAULT MASTER. 16 seater PSV luxury coach, air door, low miles, new conversion.

1985 (C) TALBOT EXPRESS, 15 seater, PSV, finished in white, PSV August 1992.

Leasing facilities arranged.

(22999/MB)

1988 FORD TRANSIT LWB, new shape, 15 seater, petrol, good condition, COF 1992. **£5,250 + VAT. Tel. 091 265 6747.** (22876/MB)

1987 IVECO Caetano Vianna, 24 seater, **£16,500 + VAT ono. Available immediately after Christmas. Tel. (0978) 841933.** (22849/MB)

2 x VW TRANSPORTER

1989 (G Reg), 11 seats, Devon microbus conversion.

£7,500 ono + VAT each

Tel. 081 684 2995

(22960/MB)

1980 MERCEDES 508, 18 high back seats, boot and rack, 12 months MoT. **£4,500 + VAT. Tel. 0743 891442 or 0686 668443.** (22954/MB)

MERCEDES 307, C reg, 12 seater, high roof, good condition, new clutch and flywheel ring gear, MoT 12/8/92. **£5,750 + VAT. Tel. P. Bowran, PMT (0782) 744744.** (23019/MB)

1987 D FREIGHT ROVER

Sherpa LWB , 2.5 diesel, 20 + 2 standing, moquette seats, electric entrance doors, MoT June 1992, taxed.

£4,250 + VAT

Choice of 12, 16, 18, 20, 25 and 29 seaters available.

Tel: 061 273 3202 or 0850 318585 anytime

(23001/MB)

WESTERN COMMERCIAL

NEW STOCK

811 TURBO MERCEDES. PMT AMI front, 33 seat, wide body, coachbuilt with power glider door, large boot, full width coach seats, high spec + standees. Stock.

709 MERCEDES. PMT. 25 full width coach seats, power door glider, large boot + standees. Stock.

709 MERCEDES ALEXANDER, 25 seats, bus spec, electric door, standees or dual pupose seats available, stock.

609 MERCEDES VAN CONVERSION, 24 seats, electric door, luxury.

308 MERCEDES, 12 seat, luxury.

USED

1987 MERCEDES 609, 26 seats.

1986 MERCEDES, 12 seater, high roof, luxury.

1986 MERCEDES, 21 Vogel seats.

1984 MERCEDES, 21 seater.

STAGE CARRIAGE DUAL PURPOSE

1988 709D MERCEDES ALEXANDER, 25 seats, electric door, + standees.

(17834/MB)

BRIDGE STREET, NEWBRIDGE, NR EDINBURGH
CONTACT JOHN LEITCH ON 031-333 2001
OR EVENINGS 0357 21888
ALSO GORDON SHEARER ON 0466 81336 EVENINGS

1988 (F) MAZDA

M-M 15 seat minibus, vgc, diesel, owner, only 55,000 miles, 12 months ticket, taxed, service record and body warranty.

£5,950 + VAT

Tel: 0925 726269

(WARRINGTON AREA)

(22951/MB/PIC CH)

1986 16 SEAT FREIGHT ROVER SHERPA 350, Class 5 MoT, Ambulance tail lift, very good condition, 1 year's MoT, taxed. **£4,250 + VAT.**

Possible part exchange for 12 seat minibus. Cash difference either way.

Tel: 081 890 9942 days or 081 890 1356 eves

(22887/MB)

1987 (E) Made to measure Talbot Express, 14 seater, test Sept '92, **£5,750 + VAT. Tel.(0704) 821245.** (23029/MB)

RENAULT DODGE, 22 seater + 9 standees, new paint and refit, full test, auto/lube etc, 1986. The best – **£7,150 ono. Tel. Durham 0207 235079.** (22985/MB)

1984 FORD Transit Petrol, 12 seater, MoT Dec 1992, **£1,600 + VAT ono. Tel. (0703) 663700.** (22852/MB)

UNCLASSIFIED

1980 PP VOLVO B58/Duple Dominant II, 12 mtr, 55 seats, refurbished, MoT October 1992. **£14,500**

1980 VOLVO B58 Unicar, 11 mtr, 53 seater, MoT September 1992. **£7,500**

ALL SUBJECT TO VAT

Contact Tony Andrews (PSV) Sales Ltd

(0292) 591213 Scotland

(23024/UN)

UNCLASSIFIED

1985 MB200 DUPLE CARIBBEAN, 49 reclining seats, TV, video, coffee machine, new tyres, excellent condition. MoT 5/92. **£29,500 + VAT**

1986 LEYLAND TIGER DUPLE 340 HILINE, toilet and fridge, 49 recliners, 6 speed ZF box. MoT 4/92, excellent condition. **£29,500 + VAT**

1980 FORD DOMINANT II, 53 seats – retrimmed, recon engine fitted, radio cassette, excellent condition. MoT 6/92. **£5,500 + VAT**

1978 VOLVO PLAXTON, 38 seater, retrimmed, new 6 sp ZF box fitted, excellent condition. **£8,500.**

031 440 1013

(22810/UN)

BLYTHSWOOD MOTORS LTD

1175 ARGYLE STREET, GLASGOW

All Mercedes 2 years warranty or 200,000 kilometres

NEW MERCEDES 709D, coachbuilt, 29 + 10 Dip Tac standees, power service door, stock.

NEW MERCEDES 814D Coachbuilt, 33 luxury, armrest, boot racks, power door. 7 days.

NEW MERCEDES 811D, Coach Built 33 service, wide ent, p/door, 12 standees, 7 days.

NEW MERCEDES 609D, 24 seats, full spec, boot, power door, lug rack, radio cassette. Also 24 manual plus door in stock

NEW MERCEDES 410 and 408D, 16 high back face forward seats. Stock.

NEW IVECO, 25 service bus + standees, immediate.

NEW TALBOT TRI AXLE, 22 + 7 standees, PSV, power door, service, moquette seats. Dip tack. stock.

NEW MERCEDES 814D, coach built, 33 luxury, power swivel door, large boot, 7 days.
NEW MERCEDES 811 service bus, 33 + 12 standees, 7 days.
NEW MERCEDES 709, manual, 29 + 10 standees, stock.
NEW MERCEDES 609D, 24 seats, large boot, stock.
NEW MERCEDES 609D, 24 c/seats, p/door, stock.
NEW TRANSIT 16, Hi-roof, diesel, coach seats, stock.
NEW TRANSIT 16, diesel, 5-speed, s/door. Stock.
NEW TRANSIT, 15 seats, 5-speed, diesel & petrol, stock.
NEW TRANSIT 15, diesel, automatic, early.
NEW TRANSIT 16, diesel, sliding door, coach seats, high roof, coachbuilt, stock.
NEW DAF 400, 16 coach spec, u/floor taillift fitted and certified PSV, 7 days.
NEW DAF 400 Turbo, 16 high spec, 2 weeks.
NEW DAF 400, diesel, 16 PSV, hi spec, stock.
NEW TALBOT 14, wheelchair ramp, diesel.
NEW TALBOT High roof, 14, luxury, stock.
NEW TALBOT 12 + driver, diesel PSV, stock.
NEW MERCEDES 609 24, UF, tail lift, stock.
NEW MERCEDES 410, 16 seats, luxury, stock.
NEW MERCEDES 408 Luxury, 16, stock.
NEW MERCEDES 308, Luxury, 12, 7 days.

ALL OPEN TO REASONABLE OFFERS

91 TRANSIT 20, power steering, air suspension, power door.
91 TALBOT 14 + driver, high roof.
91 TALBOT 12 + driver, diesel, PSV.
90 IVECO, 21, service bus.
89 G TRANSIT, 15, PSV, diesel, low mil.
89 MERC 609, 24 + tables, no boot, low mil.
89 G TRANSIT, diesel 14, PSV, side door, tested.
89 G TRANSIT, 15 diesel, SLD, tested, high seats.
89 G LEYLAND (TALBOT), 16 PSV, testing.
89 F ROVER 12 petrol, SWB.
89 TRANSIT, 12, SWB, diesel, PSV.
88 TOYOTA OPTIMO, 19 seats.
88 (F) MERCEDES 609D, p/door, 26 coach seats.
87 IVECO 18 seat, power door.
87 TRANSIT 12, Di, LWB, PSV tested.
87 TALBOT 12, diesel, 5 speed.
87 (D) FREIGHT ROVER, Deansgate, 16 diesel.
87 TRANSIT Petrol, 12, PSV, SWB.
87 E MERCEDES 609, 26 seats, tested.
87 MERCEDES 609, 26 ch seats, tested.
86 MAN BERKHOF Exec, 49, toilet, TV.
86 MERCEDES 608D, 21 luxury, new test.
86 (E) IVECO CAETANO, 24 air door, dual purpose.

86 RENAULT DODGE, 19 + standees, double entry door, auto, power steering, testing.

86 IVECO service bus, 21 + standees and pen.
85 TALBOT, 12, PSV, petrol.
85 TRANSIT 16 Di coach seats, testing.
85 LEYLAND DOYEN, full spec executive.
84 B10 Plaxton 3500 Executive.
83 DAF Plaxton 3200, 53 recliners.
83 DODGE R BURGESS, diesel, auto, 17 F door.
82 VOLVO B10 GOLDLINER, large windows, recliners, testing.
82 TRANSIT, 12 LWB, PSV, petrol, O/D. £1,000.
82 TRANSIT, 12 diesel, PSV, LWB, tested.
82 Y DAF Jonckheere 2300, Exec, toilet.
81 DAF 200 Exec, 48 + TV, Alpha, new test. Offers
81 VOLVO B58, 53 large seats, Duple II.

80 LEYLAND NATIONAL, 680 Bendi Bus, low mil, exhibition vehicle, offers.

80 V FORD PLAXTON, 45 seats, Turbo, tested.
79 VOLVO SUPREME V, ZF, requires test, offers.
79 FORD TURBO Duple II, 35 seats, tested.
79 FORD 53 Plaxton, testing. Offers.
79 TALBOT High roof, diesel, PSV.
78 LEYLAND DUPLE Express, 49 ch seats, S/A.
77/78 NATIONALS, long and SWB, tested, offers.
76 FORD PLAXTON, 53 seats. Offers.
75 VOLVO PLAXTON, 57, new front, ZF.
74-75 LEOPARD Alexander body, manual gearbox. Tested.
CHOICE OF LEYLAND ATLANTEAN ALEXANDER DOUBLE DECK, tested.

WANTED FOR CASH – MINIBUSES & MIDIBUSES – ALL MAKES & SIZES. IMMEDIATE HP SETTLEMENT
Tel. 041 221 3165 or 041 639 6107 Eves
OPEN 7 DAYS (22293/UN)

FOR SALE

1981 MAN SR280 EXECUTIVE LOW LINE, 51 reclining seats, radio cassette, PA, toilet, blinds, Voith retarder, large luggage area..... **£17,500**
1980 BEDFORD YMT PLAXTON SUPREME 4, MoT April '92, 53 seats ..... **£8,750 ono**
1980 BEDFORD YMT ALPHA CONTINENTAL, MoT May '92, 53 seats ..... **£5,750 ono**
1977 BEDFORD YMT PLAXTON SUPREME 4, MoT June '92, 53 seats ..... **£4,750 ono**
1975 BEDFORD YMT DUPLE DOMINANT 1, MoT Nov '92, 53 seats **£2,500**
1974 BEDFORD YRQ DUPLE DOMINANT 1, MoT Sept '92, 45 seats ..... **£2,250 ono**

Most have radio/PA, curtains and wheel trims. All in daily use. FSH. Any inspection welcome. All vehicles subject to VAT. Further details:

ALEXCARS LTD of CIRENCESTER
Tel. (0285) 653985 Fax. (0285) 652964
(23021/UN)

1985 BOVA FUTURA

49 recliners plus courier, video, 2 TVs, radio cassette/PA, Webasto, 12 months MoT. All white, unlettered.

£31,500 + VAT

Hurst's of Wigan
Tel. (0942) 47703
(23003/UN)

1988 Leyland Tiger 245 Service Bus, 55 seats, good condition, MoT Aug '92.
1988 Volvo B10M, 49/53 reclining seats, Plaxton body, TV, video, coffee machine, MoT March '92.
1990 Mercedes 811D coach, Scott body, 33 seat, power door, radio, PA, MoT 1 year.

Contact WHITELAWS COACHES (0698) 792800
(22885/UN)

GAVIN MURRAY COACHES

1981 PP V58 VOLVO – Plaxton Supreme, 47 seats, 4 tables, carpet, curtains, toilet, radio/cassette, drinks and servery, recently re-trimmed. Test 5th March 1992.
£16,500 + VAT

1978 YLQ BEDFORD – Duple Dominant, 45 seats, power door, test 28th January 1992.
£4,250 + VAT

Tel. (0744) 22882
(22756/UN)

SMITHS COACHES

have the following vehicles for sale:

1 x 1986 VOLVO B10M CAETANO ALGARVE, 49 + courier seat, full executive, 12 months MoT.

6 x 1979 AEC DUPLE DOMINANT, 53 seats, Grant doors, tested.

1 x 1974 LEYLAND LEOPARD PLAXTON ELITE III, 53 seats, tested 8/92.

Please telephone:

051 423 1243
(22805/UN)

UK CARS & COMMERCIALS LTD

Finance Company repossessions
OPEN TO OFFERS

F REG 1989 DAF LAG, Panoramic body executive, toilet and video.
1983 NEOPLAN SKYLINER
VOLVO B10M GOLDLINER 1982 X REG, 50 recliners.
E REG IVECO VIENNA

Tel. Richard on Carlisle (0228) 515558
(23015/UN)

Leopard Duple Dom I, 1978, 12 mtr, new seats **£4,500**
Leopard Plaxton, 1976, 53 seater **£4,250**
1973 M Bristol VR, 74 seats, double decker **£2,800 ono**
1975 N Bristol VR Double decker, 74 seats **£3,000 ono**
Leopard Dom 2, 1978, 12 mtr, recon 680 just fitted, will paint to your colour, 2 tone max **£5,500**
Tiger 1981 Duple Goldliner, exec, auto, 45 seats, toilet, drinks, MoT'd **£12,999**
Bedford YMT Plaxton, 1977, 53 seats, MoT'd **£3,000**

Tel. 0702 541511
(22843/UN)

1985 MB 200 DUPLE CARIBBEAN, 49 rec. seats, TV, video, coffee machine, new tyres, excellent condition, MoT May 1992. **£29,500.**

1986 LEYLAND TIGER DUPLE 340 Highline, toilet and fridge, 49 recliners, 6 speed ZF box, MoT April 1992, excellent condition. **£29,500.**

1980 FORD, 53 seats, Dom II, retrimmed seats, rec. engine fitted, radio cassette, excellent condition, MoT June '92. **£5,500.**

1978 38 STR VOLVO PLAXTON, seats retrimmed, new 6 speed ZF gearbox fitted, excellent condition. **£8,500.**

Tel. 031 440 1013
(22830/UN)

REGAL COACH SALES LTD.

1989 (F) DAF ALGARVE, 49 seats, toilet, TV, video, fridge, coffee machine, continental doors.
1989 (G) DENNIS JAVELIN DUPLE 320, 53 seats, toilet, TV, video, MoT March '92.
1988 (E) IVECO 49/10 DAILY DORMOBILE CONVERSION, 25 seats, 8 standees, power door, MoT July '92.
1986 (C) FORD TRANSIT, 16 seater, luxury mini coach, MoT March 1992.
1986 (D) FREIGHT ROVER, 16 seats, power door, 5 standees, destination gear, choice of four.
1984 DAF JONCKHEERE, 49 seats, toilet, TV, video, MoT March 1992.
1984 (A) MAN SR280, 53 reclining seats, rear continental door, radio, PA, all white, MoT Jan '92.
1982 (X) LEYLAND TIGER CUB, DUPLE DOMINANT bus body, 31 seats, 8 standees, Allison automatic, MoT Feb'92.
1980 BEDFORD YLQ DUPLE DOMINANT II, 45 seats, power door, MoT March '92.
1980 (V) LEYLAND LEOPARD PLAXTON SUPREME IV, 49 seats, semi auto, destination gear, express doors, choice of two, MoT April 1992.
1979 (T) FORD 360 Turbo, Duple Dominant II, 45 seat coach, MoT Oct '91.
1977 (R) LEYLAND NATIONAL, 49 seats, 22 standees, MoT March '92.
1976 FORD PLAXTON ELITE, 53 seat coach, MoT Nov '91.

OLD MILL PARK, KIRKINTILLOCH, GLASGOW G66 1SP
Day Telephone: 041-776 3268
Fax 041-777 8138 Evenings 041-775 1884
(23009/UN)

UNCLASSIFIED

BUS & COACH SALES MANCHESTER

MINIBUSES

1979 (V) FORD TRANSIT REEBUR, 17 seat diesel, overdrive, swivel door, coach seats, extractor fan, test to 6/92 ..... **£2,000 + VAT**
1984 (B) FREIGHT ROVER SHERPA hi-roof minicoach, 16 hi-back coach seats, test to 10/92, electric wheelchair lift ..... **£5,000 + VAT**
1981 (W) MERCEDES 508D, 19 seater, coach seating, very good cond, recent new clutch, brake reline, test to 3/92 ..... **£4,500 + VAT**
1982 (X) TRANSIT 12 seater, PSV, LWB, diesel, with overdrive, long test, taxed, good condition, ideal for schools etc **£1,250 + VAT**
1982 (X) MERCEDES 307D, 12 seater, Devon conversion, hi-back seats, recent new engine, very good order, long test **£2,200 + VAT**
1981 (W) BEDFORD 16 seater Dormobile, new floor, well maintained, new test, in regular use ..... **£1,650 + VAT**

COACHES

1972 (L) BEDFORD PJK PLAXTON, 29 seater, test to 8/92, taxed 2/92, new tyres, tacho, radio cassette, great condition **£2,000 + VAT**
1978 (S) LEYLAND LEOPARD, 47 seater, Chapman recliners, tested and taxed, white, ideal contracts vehicle, very reasonable price ..... **£4,500 + VAT**
1980 FORD DOMINANT II, 53 seats, retrimmed, Bristol dome, side lockers, twin tanks, POD, radio/PA, new MoT ..... **£6,950 ono + VAT**
1979 FORD PLAXTON SUPREME, engine overhauled October 1991, POD, MoT May 1992 ..... **£5,250 ono + VAT**
1972 VICEROY, 53 seater, MoT December 1991, excellent example of this model ..... **£2,000 ono + VAT**

STAGE CARRIAGE

N REG LEYLAND NATIONAL, 39 seater with dual purpose interior, single door, tested 4/9/92, very well kept ..... **£2,500 + VAT**
1987 (D) FREIGHT ROVER 18 seat bus, tested 5/92, usual bus spec, including moquette seats ..... **£4,000 + VAT**
1987 (D) FREIGHT ROVER 20 seat bus, tested 5/92, usual bus spec etc ..... **£4,250 + VAT**

061 273 3202 (23000/UN)

FINANCE HOUSE REPOSSESSIONS

1982 DAF S8 Smit
49 seater Exec

1984 ROYAL
Tiger Plaxton
3500, 49 seater, Exec

1983 VOLVO B10M
JONCKHEERE P90
57 seater coach

1983 TIGER
Plaxton Paramount
3500, 49 seater, double glazed, air con, Exec.

All vehicles are in excellent condition and have new MoT's

Tel: 0332 290620 (22288 UN)

DUE TO FLEET REPLACEMENT THE FOLLOWING COACHES ARE FOR SALE

1985 DAF MB200 3500 PARAMOUNT, 49 exec, full spec, very clean, tested 16/3/92. **£39,000**
1984 DAF MB200 3200 PARAMOUNT, 49 exec, full spec, very clean, tested 4/5/92. **£34,000**
1983 DAF MB200 JONCKHEERE P50, 51 exec, full spec, very clean, tested 24/3/92. **£30,000**
1981 BEDFORD YMT UNICAR, 53 seater, recent engine, exceptional condition, tested 4/11/92. **£5,000**
1978 VOLVO B58 DOMINANT II, 57 seater, repanelled and repainted, tested 20/2/92. **£11,000**
1977 VOLVO B58 DOMINANT II, 57 seater, repanelled, new interior, tested 15/1/92. **£11,000**
1977 AEC 760 SUPREME, 53 seater, very clean, tested 18/6/92. **£5,500**
1973 AEC PLAXTON, 57 seater, repanelled, new interior, tested 28/10/92. **£3,500**

Contact Shaw Hadwin Coaches on
0524 701213 (22837/UN)

1985 Scania Jonckheere P599, 51 st., exec **£49,000**
1978 Bedford PJK Plaxton, 29 st. **£4,500**
1978 Bedford YMT 500 Plaxton, 53 st. **£3.500**
1977 Bedford YMT 500 Van Hool, 49 st. **£3,000**
1970 Leyland Leopard 680 Plaxton, 49 st. (IV front) **£2,000**
All with long MoT and on road.
Also for sale or breaking, FORD/BEDFORD, PLAXTON/DUPLES

BARRIER COACHES
081-692 9304 (22718/UN)

1974 LEYLAND NATIONAL
49 seats, MoT 2/92.
£1,500 + VAT ono

1976 BEDFORD PJK
29 seats, MoT 3/92.
£3,250 + VAT ono

1981 MERCEDES 308D
12 seats, MoT 12/91.
£2,200 + VAT ono

Tel. 051 263 7889/
051 708 6201
(22803/UN)

AD COACH SALES

Tel 0271 865080 Office
0884 860767 Garage
0836 345304 Mobile

GOOD QUALITY VEHICLES ALWAYS WANTED

1983 VOLVO B10M Paramount 3500, 4 star spec, 49 recliners, Exec, tested till Feb '92 ..... **£39,950 ono**

1982 BOVA EUROPA, 49 str, toilet, Webasto, new MoT **£23,950**

1979 BEDFORD YMT, Dominant II **£4,950**

FULL INSPECTION FACILITIES
PART EXCHANGE WELCOME
DISCOUNT WITH NO PART EXCHANGE
(23023/UN)

ACCESSORIES

M&H COACHWORKS Ltd
LEEDS (0532) 441671

FIRE EXTINGUISHERS 1.5kg BCF to BS5423. £24.50
FIRST AID KITS PSV spec within vinyl case. £16.50
NO SMOKING stickers, double sided. £0.87 each
EMERGENCY EXIT stickers, white on black. £0.77 each
FIRST AID stickers, white on green. £0.77 each
WINDOW HAMMERS, small. £2.30
WINDOW HAMMERS, large. £6.50
C.P. BUDGET LOCK COVERS, 3 hole fixing. £1.35 each
'T' KEYS £1.12 each
All above plus p&p + VAT
MINIMUM ORDER £5.00
LEEDS (0532) 441671
(22820/ACC)

FIRST AID KITS within hard plastic case only **£16.50 + pp + VAT**
FIRE EXTINGUISHERS 1.5kg BCF to BS5423 **£24.50 + pp + VAT**

PSV PRODUCTS
Ring anytime including weekends
Tel: 061 273 3202
Calls may be diverted – don't hang up!
Prompt courteous service
(21161/ACC)

AVON STAR
TRADING COMPANY LTD
Specialist suppliers of passenger & commercial vehicle seat accessories. Seat frames, arm rests & headrests. Grab handles etc.
For more information
TEL: 021 772 3350
FAX: 021 771 0277
(21842/ACC)

BUSINESS FOR SALE

SMALL FAMILY BUSINESS FOR SALE

5 International licences, 3/4 coaches, contracts, lucrative private hire, 13 years established, rented premises, great potential. N. Manchester – Rochdale area.

£90,000

0706 368999 or 0831 234433
(22898/BFS)

BUSINESS FOR SALE

WARWICKSHIRE FOR SALE

Due to retirement excellent family coach business; garage and office, with substantial ancillary living accommodation. Contract, tours and private hire.

COUNTRYWIDE SURVEYORS

COMMERCIAL AND PROFESSIONAL PROPERTY ADVISORS

161 NEW UNION STREET, COVENTRY
Telephone: 0203 258333 (22963/BFS)

AUCTIONS

By order of W. J Kelly Esq., Liquidator of Carlyle Vehicles Ltd., Carlyle Engineering Services Ltd., and Carlyle Bus Centre Ltd.

FOR SALE BY AUCTION
ON THURSDAY 12 DECEMBER 1991 AT 10.30AM PROMPT

AT CARLYLE WORKS, WATERWORKS ROAD, EDGBASTON, BIRMINGHAM

ENGINEERING MACHINE TOOLS, FABRICATION AND WELDING EQUIPMENT, GARAGE PLANT, OFFICE FURNITURE AND AN EXTENSIVE RANGE OF COMMERCIAL VEHICLE SPARE PARTS, COMPONENTS AND ACCESSORIES.

Including: **Shou Model 200 vertical engine cylinder boring machine, machine no. 1507; metal clad 28in vertical bandsaw, Kimac universal woodworker, Manual pyramid rolls, 4ft capacity and 2: 3ft capacity, Morgan 8ft x ⅛in guillotine, Rhodes 10ft x ¼in guillotine, Wickman 6ft press brake, serial no. PGG96163GB363CAC, Morgan Rushworth 10ft x 16ft SWG box and fan folder, Elga Hydrashear 8ft x ⅛in capacity guillotine, Promecam model RG2400/80 hydraulic upstroking guillotine, serial no. 080434, Startrite model 24-T-10 vertical bandsaw, Utting model UB305 horizontal bandsaw, motorised degreasing tank with enclosure, steel runway gantry with Felco 10cwt electric hoist, Bauer 10in horizontal bandsaw, 25 various mobile Mig welding sets, Archdale 4ft 6in radial arm drill, Wilson Gapbed lathe,** 3 various flypresses, 4 single spindle pillar drills, 2 Warwick mobile pressure washers, Sibi mobile pressure washer, Panther model PP12 mobile air compressor, various double ended pedestal grinders, Coolie pedestrian lift truck, Habilt platform hoist, **Lansing Bagnall model JHEP11112 electric long reach trolley jack,** Harvey Frost 30cwt engine hoist, 10ft 'A' frame gantry, Venture solvent tank, **Stromberg type MSD chemical wash tank, Vagua Autoflow wet blast processing unit, Guyson model 600/40 shot blast cabinet, Airop Quickwasher model U12 tool and cutter grinder,** large quantity of portable pneumatic and electric power tools, Hi-lift maintenance platform, **6 post commercial vehicle lift,** Crypton Triangle rolling road brake tester, Tacalemit model DE7188 beam tester, **Fabricated steel fully enclosed drive-in paint spraying and braking booth with heater, flameproof fittings and extraction system, Froude Dynamometer,** fabricated steel paint spraying booth, 10ft width dry back spray booth with extraction, Graco model EH483 mobile paint spray unit, **3 Mark type RP601 packaged screw type air compressors with ancillary equipment,** large quantity of axle stands, presses, steel racks, hand tools etc., etc.

Extensive range of bus and coach components and spare parts including wheels, tyres, wheelchair lifts, electrical fittings, glass etc., etc.

Office furniture and equipment including desks, filing cabinets, cupboards, chairs, tables, typewriters, etc., etc.

ON VIEW WEDNESDAY 11 DECEMBER 1991
between 9.30am and 4.30pm and on the morning of the sale from 9.30am.

Catalogues from the Auctioneers
45 Church Street
Birmingham B3 2RT
FAX: 021-212 1018

ERS&K Edward Rushton Son & Kenyon

Also at:
LONDON
071-493 6787
MANCHESTER
061-834 1814

The NAME TO VALUE
021-212 4050
24 hr Catalogue Hotline 021-236 1669

GARAGE EQUIPMENT

FOR SALE – 2 x Avery Hardoll twin delivery fuel pumps. **£225 each. Tel. 061 427 2825.** (22962/GA)

COACH PAINTERS

REB COACH PAINTERS. Vintage vehicles hand painted to highest standards. Also minis, coaches, double deckers hand painted and sprayed, competitive prices and quick turn round. **Tel. Lancaster (0524) 424555 (day), Preston (0772) 51480 eves and weekends.** (22856/CP)

COACHMART SUBSCRIPTION STILL ONLY £45

COACH CONVERSIONS

ROYAL CONVERSIONS
NEW & USED VANS CONVERTED TO YOUR SPECIFICATION
DAF/TALBOT/TRANSIT/MAZDAS etc
ALSO RETRIMS
For immediate delivery, D reg 12st Transit 250, luxury, new conversion, 12M, PSV. **P.O.A.**
FOR FRIENDLY QUOTE, CALL ALAN ON 061 330 6137
(22736/CC)

AUDIO & VIDEO

061 273 3202

PSV PRODUCTS

Ferguson 14in Coach TV £275 + VAT 12 months free replacement warranty

SPECIALISING IN THE SUPPLY AND INSTALLATION OF COACH ELECTRICAL EQUIPMENT

AUDIO, RADIO AND VIDEO EQUIPMENT

GOLDSTAR 12V VIDEO PLAYERS £200 + VAT

FULL RADIO & P/A SYSTEMS FROM **£250** + VAT INCLUDING FITTING AND NEW MICROPHONE

We supply and fit onboard DRINKS MACHINES from **£375** + VAT

WE ALSO STOCK FIRST AID KITS, FIRE EXTINGUISHERS, 24/12V DROPPERS, 24V JUG KETTLES AND DRIVER'S FANS

Replacement Microphones from £18 + VAT

Repairs carried out to all makes of RADIO, TELEVISION AND VIDEO EQUIPMENT

Ring now for friendly helpful service

061 273 3202 (PLEASE WAIT IF LINES ARE BUSY)

Unit 31, Hellidon Close, Ardwick, Manchester (22426/AUD)

CONCEPT A.V.

IN-COACH ENTERTAINMENT

TOP QUALITY AUDIO/VIDEO CATERING, REFRIGERATION AND SECURITY SYSTEMS fitted or supply only

QUALITY TOILET INSTALLATIONS

EUROPE'S LEADING MONITOR – PRO COACH – 21in + 15in available ex-stock
PANASONIC, RADIOMOBILE, BLAUPUNKT, AUTOTEK and FUNAI ...
... radio cassettes, CD players, P/A systems, mics and videos. BUDGET TV + VIDEOS AVAILABLE also: FRIDGES, SINKS, DRINKS DISPENSERS, BOILERS, TANKS, PUMPS, COMPRESSORS etc.

The number to call – that does it all

061 226 9090
(FAX 061 226 9800)

TOP QUALITY SERVICE FOR TOP QUALITY COACHES

AUDIO & VIDEO

VIDEO CATERING AUDIO

FUNAI VIDEO VIP-3000 MK11
NOW ONLY £269.00 + VAT

- In-line water heaters from £199 + VAT
- No seat loss drink machine from £450.00 + VAT
- Combined fridge and hot water system (GRP unit) to fit Optimo, Jonckheere etc. £1,100 + VAT
- Basic PA and radio/cassette £199.00 + VAT.
- Autotek PA system from £295.00 + VAT
- 14in TV £225.00 + VAT.
- Goldstar video £199.00 + VAT.

★ SALES ★ SERVICE ★ INSTALLATION

RADIOAUTO ELECTRONICS. Tel: 081 420 1943
25 Parkfield Avenue, Harrow, Middx HA2 6NR
(19447/AV)

REGISTRATION NOS.

£66	£149	£180	£299	4-7 DAY TRANSFERS
ADC 644A		BBZ 3762	XIA 216	£199
ADC 645A	FBZ 7360	CXI 1547	XOI 433	HIL 5685
ADC 646A	HBZ 1225	GBZ 7116	IIW 925	HIL 6579
BAG 126S	HBZ 1226	GIJ 8319	DXI 991	HIL 6580
BAG 127S	HVN 56V	FIW 5447	EIW 578	HIL 6581
£125	KDZ 9385	JXI 7113	BAG 89S	LIW 9276
HIL 5669	OXI 2494	NJI 1431	FDZ 432	MIW 2430
HIL 5670	PIB 9452	SXI 3560		MIW 2431
HIL 5671	PIB 6191	TXI 3753		OJI 4360
HIL 5672	PIB 6192	£250	£399	OJI 4361
LIW 1827	TIA 1036	BIW 7261	CDZ 303	RIB 1728
MIW 3669	UIJ 4667	CUI 266	DIL 878	TXI 8750
MIW 3670	UXI 3483	FOI 9877	ESK 865	£450
OJI 1399	UXI 5729	GIB 1250	FIW 187	WSU 225
OJI 2834	VXI 1567	HJI 5312	GJI 178	NSV 391
OJI 2835	VXI 1129	IIA 190Y	GSK 673	
RIB 2986	VXI 8303	NWR 50A	HSK 635	
OIB 1745	VXI 8304	UIJ 518	RDU 315	

NATIONAL NUMBERS

PO Box 20, Norton, Cleveland TS20 1YZ

Free lists – 20,000 plates on computer

Money back guarantee
24 hour Answer Service

Tel. (0642) 360066 Fax. (0642) 550500
(16530/REG)

EMERGENCY SERVICE

London Buslines Engineering

Special breakdown vehicle available

24-HOURS EMERGENCY RECOVERY

COMPLETE REPAIR SERVICE

TEL: **081-568 1736** Day
081-571 2233 after 7pm
MOBILE: **0831-455 145**
FAX: **081-568 6925**

(19620/ES)

EMERGENCY SERVICE

FINANCIAL SERVICES

HANSAR FINANCE LTD

★ Finance Available New or Used Vehicles
★ Flexible Periods and Deposits
★ Fast Decisions
★ Credit Lines Arranged
★ Lease, Hire Purchase, Lease Purchase
★ Excellent Rates

FOR QUOTATION OR INDEPENDENT ADVICE CONTACT TERRY CROSS
061 483 2113 evenings and weekends 061 442 0534
or RON TELFORD evenings and weekends 0625 872742
(Written details on request)

(18738/FI)

REPAIRS & RECOVERY

Commercial Coach Painters
IN SCOTLAND
Any size and type of vehicle repainted.
★ *Also coach conversions undertaken* ★
JAMES RITCHIE
Whitehill Farm, Head of Muir, Denny FK6 5NA
Tel. (0324) 841515 or (0324) 841526. Fax. (0324) 841515
(19907/RR)

M&H COACHWORKS Ltd.
PSV SPECIALIST REPAIRS AND CONVERSIONS
★★★ LEEDS ★★★
Waterboilers, Fridges, Toilets, Video Systems, Servery Units, Webasto, Heating, Sales & Service
Quality resprays and signwriting
Accident damage repairs
VBRA Approved Repairers
Contact us for quotations, helpful advice and above all, genuine service
★★ STAR QUALITY IS OUR HALLMARK ★★
New Princess Street, Holbeck, Leeds LS11 9BA
Tel. 0532 441671 (Located 1 minute from M1/M62 junction) (After hours phone 0532 520079) Tel. 0532 441671

TYRE RECOVERY UK
Commercial Tyres & Wheels
PART WORN SPECIALIST.
ALL SIZES AVAILABLE
16in 175, 195, 225, 245 inc low profiles 70, 75, 80 series
OVER 500 TYRES IN STOCK
Please ring or fax your requirements
Tel. (0388) 817691
Fax. (0388) 814379
(22884/RR)

VEHICLE SPARES

VOLVO K19, reconditioned gearbox service exchange, fully guaranteed. Also customers' own units repaired. Tel. (0246) 260199. (16967/VS)

AVON DIESELS
PSV SPECIALISTS
ENGINES
CRANKSHAFTS
HEADS AND BLOCKS
SEMI AUTO GEARBOXES
FLUID FLYWHEELS
ZF REPAIRS
Tel. (0454) 313805
Bristol
(21672/VSP)

VEHICLE SPARES

ATTENTION TIGER OPRATORS
TIGER – VOLVO CONVERSION KITS AVAILABLE
Take out your old TL11 and hydracyclic box – ZF.
We supply and fit if required a Volvo THD100 engine and semi-auto gearbox.
Contact Norman for details
ALLSPARES
GOUGHS TRANSPORT DEPOT, MORESTEAD,
NR WINCHESTER, HAMPSHIRE, ENGLAND
Tel. (0962) 715566/715555.
Telex 477179 Fax. (0962) 714868 (21833/VSP)

ZF
Transmissions
Service
Exchange
Repairs
Spares
Excellent service
(0703) 652288
Fax. (0703) 651199
FITTING SERVICE AVAILABLE
(17581/VSP)

BREAKING FOR SPARES
1973 PLAXTON ELITE AND 1980 (W REG) WILLOWBROOK.
(Both Leyland Leopard).
All windows complete.
(0487) 815209
(23007/VSP)

VOLVO LEYLAND DAF BOVA

ALLSPARES
GOUGHS TRANSPORT DEPOT, MORESTEAD,
NR. WINCHESTER, HAMPSHIRE, ENGLAND
Tel: (0962) 715566/715555. Telex: 477179. Fax: (0962) 714868
UK's Leading Supplier of: ● **NEW** ● **RECONDITIONED** ● **USED SPARE PARTS**

DIESEL ENGINES
CYLINDER HEADS
CYLINDER BLOCKS
CRANKSHAFTS
CAMSHAFTS
CONRODS
PISTONS
LINERS
GASKETS

FUEL INJECTOR PUMPS
INJECTORS
TURBO CHARGERS
COMPRESSORS
WATER PUMPS
POWER STEERING
RAMS AND PUMPS

DIFFERENTIALS
AXLES
HALFSHAFTS
HUBS
GEARBOXES
TRANSFER BOXES
AUTOMATIC
PNEUMOCYCLIC
MANUAL

SCANIA BEDFORD FORD MAN MERCEDES AEC LEYLAND

(18564/VSP)

BOVA – SETRA – KASSBOHRER – MAGIRUS – IVECO – NEOPLAN – BEDFORD – FORD – DENNIS – BRISTOL – AEC – DAIMLER SEDDON – PERKINS – GARDNER – ROLLS ROYCE – WILSON S.CH.G – VOITH – ALLISON – ZF AUTO – ZF MANUAL – TURNER – SPICER – FULLER – EATON – ROCKWELL

VEHICLE SPARES

stateline

DIESEL ENGINEERING

Specialists in the supply and overhaul of PSV and commercial vehicle gearboxes and differentials.

ZF
VOLVO
DAF
MAN
LEYLAND
MERCEDES
BOVA
ROCKWELL

NEOPLAN
MCW
SPICER
EATON
LAG
SETRA
ASTRAL
SEMI AUTO & AUTO

12 MONTHS WARRANTY NATIONWIDE DELIVERY

(0703) 652288

FAX: (0703) 651199

FITTING SERVICE AVAILABLE

(22702/VSP)

JONCKHEERE
SUTRAK
vogel

Webasto Thetford

PARTS ★ GLASS FITTING ★ SERVICE

You've tried the rest – Now contact the best on

0923 39996

J BERNSTEIN ENGINEERING SERVICES
UNIT 3, COLNE WAY COURT,
COLNE WAY, WATFORD, HERTS WD2 4NE

(15350/VSP)

GEARBOX CENTRE LTD

12 months' Warranty • Nationwide Delivery • • 24 hours Turnaround

We specialise in: ZF VOLVO, DAF, 6-speed, 4.76 + also AEC S670/3

SEMI AUTOMATICS – ALL RANGES

0800 220934 (Nationwide)

specialising in 524 Eatons

(22988/VSP)

CHEAP REPLACEMENT PSV GLASS

DOMINANT II halfscreens, NEW	£475 ea
SUPREME IV halfscreens, NEW	£425 ea
SUPREME III halfscreens, SH	£250 ea
DOMINANT I & II tinted side glass – full set	P.O.A.
SUPREME side glass (inc. tints) FROM	£150 ea
DOMINANT EXPRESS DOOR GLASS	£300
DOMINANT II rear windows	£300 ea
PARAMOUNT side glass (inc. d/g)	P.O.A.

Many other pieces of glass – too numerous to mention – please enquire

Delivery and Fitting Service Nationwide

WEALDEN PSV SALES

Five Oak Green, Kent
Telephone: (0892) 833830

(19520/VE)

SEMI-AUTOMATIC GEARBOXES. ● Fluid fly wheels ● Service exchange or ● 24 hour repair service. Minimum 12 months warranty. **Tel. Roberts Transmission Engineering (0203) 641853, (0831) 443411.** (21893/VSP)

FREIGHT ROVER 300 Series, front brake disc pads (Ferodo etc), Only **£16.00 per full set. NATIONAL** rear brake drum (new), **£35.00. 10 x 22.5/ 900 x 20 sets** of wheel covers, **£40 per set. 22.5** Plaxton rear plastic wheel covers (new), **£30 each. BREAKING BEDFORD** Elite III. **FORD** R1114 Supreme. **FORD** D 1614 truck. Some new Bedford/Ford parts. 5 new pistons for Leyland 501, **£75 the 5. All the above prices are plus VAT. Tel. 0942 497436 or 820343.** (22889/VSP)

Commercial, Industrial and Marine Engine Reconditioning Specialists

Also undertaken semi-auto gearbox reconditioning

DIESEL ENGINES

Fully reconditioned Leylands 510, 680, TL11, Gardner LXB, HLXB, Iveco 4910 turbo, Mercedes engines.
Customers' own unit can be reconditioned
Fully fitting service if required including pick-up and delivery
LARGE STOCK OF 2nd HAND ENGINES & SPARES ALWAYS AVAILABLE ON-SITE

TELEPHONE (0772) 741460

(22992/VSP)

PRESTON ENGINES

MCS

ENGINEERING
DIESEL ENGINES
GEARBOXES AND DIFFS

Comprehensive stocks of new/ remanufactured service exchange units
ZF – VOLVO – SPICER – DAF
MERCEDES – MAN – FULLER
SCANIA – CUMMINS – BEDFORD
TIGER – ROCKWELL – FORD
BOVA – LEYLAND

(0703) 335313

(21499/VEH)

VEHICLE LIVERY

COACHKRAFT TRUCK & BUS

Coaches resprayed in your livery, at realistic prices

Full coach valeting service available

You have tried the rest – now try the best

Call us now and ask for GRAHAM or JANE

(0531) 86392

FROMES HILL SERVICES, NR LEDBURY, HEREFORDSHIRE

(21852/VL)

PVS (BARNSLEY) LTD

WANTED
REDUNDANT BUSES & COACHES

★ Top prices paid for all scrap vehicles
★ Large stock of spares for all types of vehicles

(10751/VS)

Tel. (0226) 722052 or 725003 (day)
(0226) 710620 (eves) Fax. (0226) 700261

LEYLAND LEOPARD/TIGER DIFFERENTIALS

Reconditioned, service exchange, 12 months guaranteed.

£625 + VAT

Tel. (0246) 260199

(20563/VS)

BRAKE SPECIALISTS

PAGID® QUALITY BRAKE LININGS FOR BUS AND COACH

DEVELOPED FOR EXCELLENCE

PRICE EXAMPLES (BASED ON FRONT & REAR AXLE COMPLETE LININGS/RIVET SETS)

A.E.C.	£72	Leyland Atlantean	£98
Bedford PJK	£38	Leyland Leopard	£98
Bedford YLQ/YRQ	£72	Leyland National	£106
Bedford YMT/YRT/YNT	£78	Leyland Tiger	£106
Bedford YNV	£128	MAN	£132
Bristol RE	£80	Scania	£148
DAF	£124	Van Hool	£134
Ford	£68	Volvo B.58	£70

NON ASBESTOS

Bova Europa	£186
Bova Futura	£186
Neoplan Mercedes Axles	£270
Neoplan ZF Axles	£320
Volvo B10M	£156

NEXT WORKING DAY DELIVERY • NATIONWIDE SERVICE

FOR FURTHER INFORMATION 'PHONE
0748 850 606
RACECOURSE ROAD, GALLOWFIELDS TRADING ESTATE, RICHMOND, NORTH YORKSHIRE. FAX: 0748 850 707
(19311/BS)

VEHICLE LIFTS

SOMERS TIME
and the lifting is easy
There are two ways to lift vehicles, the easy way with Somers mobile column lifts or wait until the hoist or pit is clear
* Mobility increases flexibility

* Mobility for profitability
For the sale of new and reconditioned, long or short term hire.
Reconditioned lifts from £32 per week.
SOMERS HANDLING
Tel: 021 501 1077 Fax: 021 501 1458

TRAINING

CPC
NOW WITH VIDEO
"We offer you the most up-to-date unbeatable CPC material you can find. We guarantee our national courses by offering you a free course and your money back if you fail".
Check your answers to December 6th exam (from 7th December)
0839 654117 *36p/min cheap rate – 48p/min other times.*
☎ 0984 56310
(after hours 0273 515649)
Friendberry

PC NATIONAL & INTERNATIONAL COURSES
FREE COURSE BOOKS
FREE COURSE IF YOU FAIL
FREE EXAM ENTRY
WRIGHTS TRAINING SERVICES
0795 521054
(22241/TRA)

SEATS

COURIER SEATS
DRIVERS SEATS
MINIBUS SEATS
DUPLE TABLES
TOILETS FITTED
& GAITERS
For the best in seating service
BUS & COACH SEAT SUPPLIES
(0253) 791056
(22170/SE)

TRIMMING

RETRIMS
by
the specialists
KEVWIN TRIMMERS
PETERBOROUGH
(0733) 238583
(6036 TR)

BILTON
FOR COACH FLOORING
Gangways from £375 fitted to full-floor refurbishment.
Sales and Mobile Service available
0723 512744
(22080/TRI)

EASTGATE
for coach interiors & retrims.
Tel. (0751) 72229 or 75071
FURNISHINGS
(17426/TR)

SHADES COACH TRIMMERS for first class retrims and body interiors by time served coach trimmers at realistic prices. **Tel. (0723) 512744.**
(22079/TRI)

WANTED

WANTED
LATE VOLVO B10M
To take in part exchange
1982 Volvo B58,
57 seats.
0562 823073
(22860/WA)

WANTED

WANTED: 29 or 41 seater Bedford, 7ft 6ins, must be in good condition, late model preferred. **Tel. 0271 42416.**
(22997/WA)

Do *you* sell a product or service to the coach industry?

Coachmart

can help you

FOR FURTHER DETAILS

0733 63100

COACH INSURANCE

Wrightsure Insurance ServiceS

We have over 20 years' experience of arranging insurance packages for coach operators

★ ★ ★ ★

Cover arranged for single vehicles and fleet operators

★ ★ ★ ★

Continental Extensions arranged on a daily or annual basis

★ ★ ★ ★

NEW VENTURES ESPECIALLY WELCOME

★ ★ ★ ★

Exclusive facilities also available for Loss of Use cover

★ ★ ★ ★

Drivers' medical/repatriation expenses

★ ★ ★ ★

Employers'/public liability

★ ★ ★ ★

Legal expenses including recovery of policy excess, loss of use claims, motoring prosecution defence, drivers' hours, construction and use regulations

★ ★ ★ ★

Passenger/Drivers' effects

★ ★ ★ ★

INSTALMENT FACILITIES AVAILABLE

★ ★ ★ ★

and introducing our NEW AND EXCLUSIVE

WRIGHTFLEET

'TAILOR MADE'

COACH HOLIDAY TRAVEL INSURANCE

For further information,

Please contact:

THE WRIGHTSURE INSURANCE GROUP
Northern Office,
27 Booker Avenue, Liverpool L18 4QY
Tel: 051-724 2266. Fax: 051-724 6427

Southern Office,
62 Maidstone Road, Grays, Essex RM17 6NF
Tel: 0375 378371. Fax: 0375 390087

BUS & COACH COUNCIL Associate Member

(22959/CIN)

LOOKING FOR A LOCAL PERSONAL SERVICE?

Someone who will take away the red tape?

If so, contact:

Mr Paul M. Coates

Coates & Co *(Insurance Consultants)*

Suite 40, Abbey Business Centre,
9 New York Rd, LEEDS LS2 9PF

Telephone: 0532 347692 Fax: 0532 347692
Mobile No: 0850 324224

(22700/CI)

COACHMART NO. 1 FOR INDUSTRY NEWS. ONLY 86p PER WEEK

COACH INSURANCE

Fleet and single vehicle operators, Continental extensions

CONTACT:

LAWRIE INSURANCE CONSULTANTS LTD,
7 Cray Buildings,
Footscray High Street,
Sidcup,
Kent DA14 5HL
Tel: 081 302 7521 7522

(20895)

25 April 1991

Sally Wright
Coachmart
Wentworth House
Wentworth Street
Peterborough
PE1 1DS

Mercury Passenger Services
31 Nursery Gardens
Butt Haw Close
Hoo St. Werburgh
Nr. Rochester
Kent ME3 9BN

Tel: Medway (0634) 252777
Fax: Medway (0634) 251761

Our Ref:

Your Ref:

Dear Sally

Our advertisement for a Bedford PJK ran in the 18th April edition of Coachmart. Quite honestly the response was so amazing I almost felt like taking the phone off the hook!

I had 45 phone calls from all over the country.

Coachmart will always be my first choice whenever I advertise vehicles for sale.

Yours sincerely

S.L. Edgecumbe

SITUATION WANTED

EXPERIENCED CONTINENTAL TOUR DRIVER

Seeking tour work for Christmas and new Year period. Also available for ski-work and tours from the New Year.

Contact Dave on
0942 720750

(22870/SW)

PARKING

TO LET CONTRACT PARKING FOR COACHES (IN LONDON)

£25 per coach per week
£1,250 per annum
Multiples negotiable
24hr security. Industrial area
Very accessible. ¼ mile from A10. 15 mins from M25
Tel. 081 808 4555 Jim or Julie

(23014/PA)

Hughes DAF

LOW MILEAGE X HIRE FLEET

1990 G MB230LT VAN HOOL ALIZEE H, 51R + TOILET.
1990 G SB3000DKV VAN HOOL ALIZEE DH, 51R + TOILET.
1990 G MB230LT VAN HOOL ALIZEE SH, 53R + TOILET.
1990 G SB2305DHS VAN HOOL ALIZEE DH, 51R + TOILET.
1989 G SB2305DHS VAN HOOL ALIZEE DH, 51R + TOILET.
1989 F SB2305DHS VAN HOOL ALIZEE DH, 51R + TOILET.
1989 F SB3000DKV VAN HOOL ALIZEE DH, 51R + TOILET.
1989 F MB230LT PLAXTON 3500, 53R.
1989 F MB230LB PLAXTON 3500, 51R + TOILET.
1988 E MB230LT PLAXTON 3500, 53R + TOILET.
1988 E SB3000DKV VAN HOOL ALIZEE SH, 49R + TOILET.
1988 E SB3000DKV VAN HOOL ALIZEE DH, 51R + TOILET.
1988 E SB2305DHS VAN HOOL ALIZEE DH, 51R + TOILET.
1988 E SB2305DHS DUPLE 340SL, 57R.
1988 E SB2305DHTD DUPLE 320SL, 57R.
1988 E MB230LB VAN HOOL SLIZEE SH, 53R + TOILET.
1988 E MB230LB VAN HOOL ALIZEE H, 51R + TOILET.
1988 E MB230LT, PLAXTON 3500, 53R + TOILET.
1988 E MB230LB PLAXTON 3500, 53R.
1987 E MB230DKFL PLAXTON 3500, 55R.
1987 D MB230DKFL VAN HOOL ALIZEE H, 55R.
1987 D DAF MB230 DKFL PLAXTON 3200, 52 + TOILET.

SHORT OF VEHICLES FOR PEAK PERIODS?

WHY NOT HIRE COACHES LIKE THIS BY THE DAY, WEEK, MONTH OR YEAR?
· UNDER YOUR CONTROL ·
· WITH YOUR DRIVERS ·
· WITH YOUR QUALITY OF SERVICE ·
HUGHES DAF HIRE

FOR FURTHER DETAILS TELEPHONE
0274 681144

QUALITY USED COACHES

1989 F DAF SB2305 DHTD DUPLE 320, 51R + TOILET.
1989 F DAF SB2305DHTD PLAXTON 3200 DH, 57.
1988 F DAF SB2305 DHTD PLAXTON DH 53R.
1987 E DAF MB230 DKFL PLAXTON 3200, 52 + TOILET.
1987 D DAF SB2305DHTD PLAXTON 3200 DH, 53R.
1986 D SB2305 DHTD PLAXTON 3200, LOW DRIVER, 55E.
1986 C MB230DKVL DUPLE 340 SLX, 52R + TOILET.
1986 C MB200DKFL PLAXTON 3500, 49R + TOILET.
1983 PP MB200DKFL JONCKHEERE P50, 48R + TOILET.
1989 F VOLVO B10M JONCKHEERE DEAUVILLE, 49R + TOILET+ AIR COND.
1989 F VOLVO B10M VAN HOOL ALIZEE H, 53R.
1987 D VOLVO B10M PLAXTON 3500, 51R + TOILET.
1981 W VOLVO B58 PLAXTON SUPREME, 57.
1979 T VOLVO B58 PLAXTON SUPREME, 53.
1987 E SCANIA K112 VAN HOOL DH, 49R + TOILET.
1987 D SCANIA K112 JONCKHEERE P599, 51R + TOILET.
1985 PP SCANIA K112 JONCKHEERE P599, 51R + TOILET.
1985 C SCANIA K112 VANHOOL ALIZEE DH, 49R + TOILET.
1984 A SCANIA K112 VANHOOL ALIZEE H, 51R + TOILET.
1987 D BEDFORD YNT PLAXTON 3200, 53.
1983 Y BEDFORD YNT 12M DUPLE DOMINANT, 53.
1981 W BEDFORD YNT PLAXTON SUPREME, 53.
1978 T BEDFORD YMT PLAXTON EXPRESS, 53.
1982 Y FORD PLAXTON SUPREME, 35.
1978 S LEYLAND LEOPARD DUPLE DOMINANT II, 53.
1985 C BOVA FUTURA 49R + TOILET + AIR COND.
1984 PP BOVA CALYPSO 49R + TOILET.

AIR BAGS

FOR VOLVO NEOPLAN SETRA ETC

PRICE £49.95 + VAT

SHOCK ABSORBERS

SV
MADE IN FINLAND

ONLY £68.50 OR £62.00 FOR FULL SET

ASHLEY BANKS LTD 5 KING STREET ESTATE, LANGTOFT, PETERBOROUGH PE6 9NF.
Tel. GREATFORD 0778 560651. Telex 329124 Fax 0778 560721

OPTIMO II
A CLASS APART

祥

"The quality of the individual elements makes the whole more desirable"

Mr Welsh (Partner in Welsh's Tours) said
"The Private hire market for small vehicles is very competitive, but the Optimo II is a class apart."

The Caetano Optimo II is the perfect marriage of the world renowned people-carrying Toyota Coaster chassis with the supreme body-building skills of Portugese company, Salvador Caetano.

Available in 18, 19 or 21 seat versions, the Optimo II combines superb comfort with a powerful 6 cylinder turbo-charged engine, giving smooth all round performance on any type of journey and making it a must for any operator.

It is not only in the Portugese language that 'Optimo' means 'The Best'.

TOYOTA
CAETANO OPTIMO

For a look at "the best" contact one of the dealers below.

For details contact Steve Prime, Coach Sales Manager, Toyota (GB) Ltd, The Quadrangle, Redhill, Surrey RH1 1PX. Tel: 0737 768585, Erringtons of Evington, Leicester. Tel: 0533 730421, Salvador Caetano (UK) Ltd, Heather. Tel: 0530 63333, West Durham Coach Sales Ltd, Spennymoor. Tel: 0388 811848, Yeates Bus and Coach Ltd, Loughborough. Tel: 0509 217777.